

# Cash Box

DECEMBER 29, 1962



We don't know what Santa said to make Perry Como laugh. But the moment of Perry's response is an ideal pictorial setting for wishing readers of Cash Box all over the globe a Merry Christmas & a Happy New Year. 1962 marks the 14th consecutive year that the RCA Victor star has aided Cash Box in expressing its Holiday greetings. Perry's consistently popular TV'er has been a steady vehicle for the exposure of top disk talent. His most recent disk entry is an LP of songs from "Mr. President" with members of his TV cast.





**INTERNATIONAL  
AWARD WINNING ARTIST**



**CONNIE FRANCIS**



# ANNCIS

## **TOPS** IN PERSONAL APPEARANCES

**EDEN ROC**, Miami (DEC. 25th—10 days)

**SAHARA**, Las Vegas—Jan. 15th

**LATIN CASINO**, CAMDEN—March 13th

**BLINSTRUBS**, BOSTON

**COPACABANA**, N.Y.

## **TOPS**

### IN MOTION PICTURES

Starring in the forthcoming  
Franmet Production

## "FOLLOW THE BOYS"

an MGM Release

## **TOPS** IN AWARDS

### THE GOLDEN LION AWARD by Radio Luxembourg

#### No. 1 FEMALE VOCALIST

The Cash Box DJ Poll  
(4th Consecutive Year)

#### No. 1 FEMALE VOCALIST

Annual Billboard Poll  
(4th Consecutive Year)

#### No. 1 FEMALE VOCALIST

Billboard Poll of Nation's  
Juke Box Operators (1962)

Personal Management

**GEORGE SCHECK**

161 W. 54th St., New York, N.Y. JUdson 6-6767



**MGM**  
RECORDS



# NNNIE FR

**TOPS** IN SINGLES

**"I'M GONNA BE WARM  
THIS WINTER"**

and

**"AL DI LA"**

from her current hit album

**"MODERN ITALIAN HITS"**

K-13116

CONNIE FRANCIS  
Irish and Latin American Favorites

CONNIE FRANCIS SINGS  
MODERN ITALIAN HITS

THANKS  
TO  
YOU  
CONNIE  
FRANCIS

connie  
francis  
sings  
irish  
favorites

connie  
francis  
sings  
never on  
sunday  
and other  
title songs  
from  
motion  
pictures

most  
greatest  
hits  
Connie  
Francis

**TOPS** IN TV  
**PERFORMANCES**

ED SULLIVAN'S

Guantanamo Naval Base Show Dec. 23rd. Her 19th Appearance on His TV Show

JACK BENNY SHOW

CONNIE FRANCIS SPECTACULAR

soon to appear

WORLD WIDE TV NETWORK SHOW



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 from her current hit album  
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**MGM RECORDS**







Heading straight from San Francisco to Hitsville again

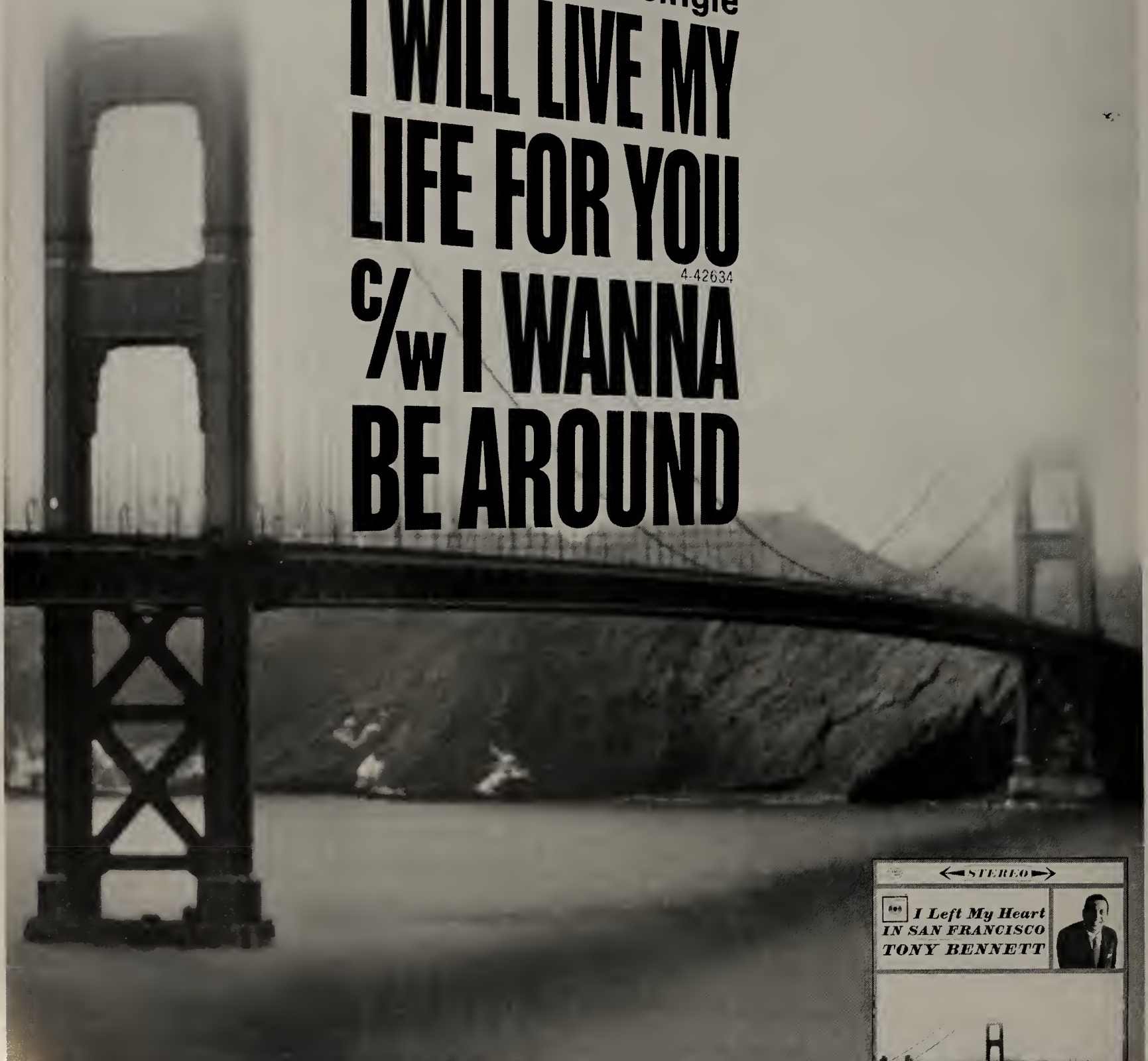
**TONY BENNETT**

and a brand new, grand new Columbia single

**I WILL LIVE MY LIFE FOR YOU**

4-42634

**C/w I WANNA BE AROUND**



And still climbing the charts—the Tony Bennett Columbia album:





# Cash Box

Vol. XXIV—Number 16

December 29, 1962

FOUNDED BY BILL GERSH

## Cash Box

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Warm Wishes  
for a  
Merry Christmas  
and a  
Happy New Year







# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—DECEMBER 29, 1962

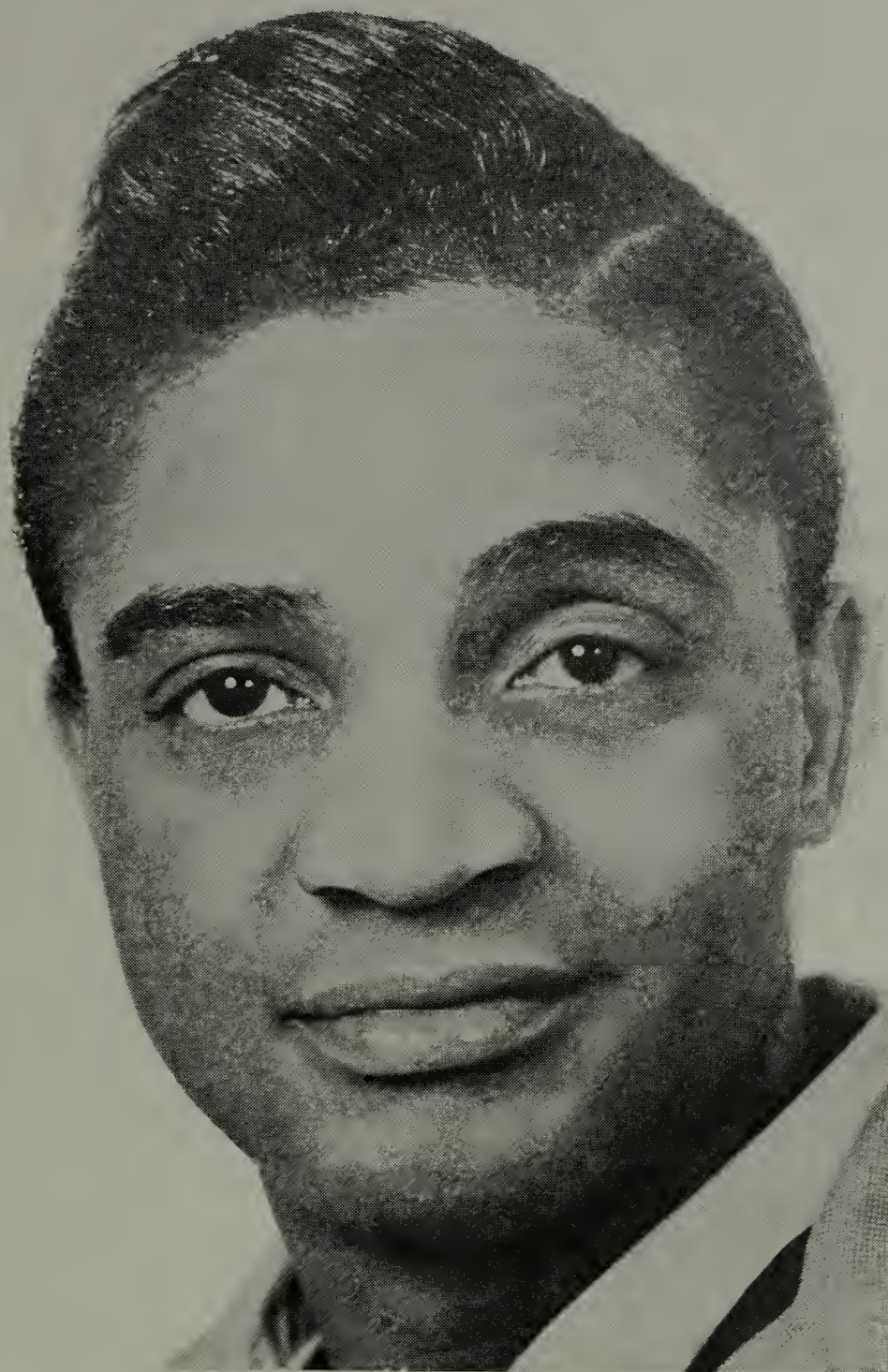
	Position 12/22	12/15
1	TELSTAR	
	★TORNADOES-London-9561	2 4
2	BOBBY'S GIRL	
	★MARCIE BLAINE-Seville-120	3 3
3	LIMBO ROCK	
	★CHUBBY CHECKER-Parkway-849	1 2
4	RETURN TO SENDER	
	★ELVIS PRESLEY-RCA-8100	4 1
5	GO AWAY LITTLE GIRL	
	★STEVE LAWRENCE-Columbia-42601	7 13
6	BIG GIRLS DON'T CRY	
	★4 SEASONS-VeeJay-465 DAVID CARROLL-Mercury-72070	5 5
7	THE LONELY BULL	
	★TIJUANA BRASS-A&M-703	6 6
8	RELEASE ME	
	★(LITTLE) ESTHER PHILIPS-Lenox-5555	9 8
9	YOU ARE MY SUNSHINE	
	★RAY CHARLES-ABC-10375	10 12
10	HOTEL HAPPINESS	
	★BROOK BENTON-Mercury-72055	11 19
11	ZIP-A-DEE-DOO-DAH	
	★BOB B. SOXX & BLUE JEANS-Philles-107	12 18
12	PEPINO THE ITALIAN MOUSE	
	★LOU MONTE-Reprise-20106	16 31
13	DON'T HANG UP	
	★ORLONS-Cameo-231	8 7
14	TELL HIM	
	★EXCITERS-United Artists-544 ED TOWNSEND-Liberty-55516	18 29
15	KEEP YOUR HANDS OFF MY BABY	
	★LITTLE EVA-Dimension-1003	15 15
16	(DANCE WITH) THE GUITAR MAN	
	★DUANE EDDY-RCA-8087	13 11
17	MY DAD	
	★PAUL PETERSEN-Colpix-663	22 28
18	DEAR LONELY HEARTS	
	★NAT "KING" COLE-Capitol-4870	14 14
19	LOVE CAME TO ME	
	★DION-Laurie-3145	17 17
20	TWO LOVERS	
	★MARY WELLS-Motown-1035	24 35
21	RIDE	
	★DEE DEE SHARP-Cameo-230	19 10
22	CHAINS	
	★COOKIES-Dimension-1002	21 23
23	UP ON THE ROOF	
	★DRIFTERS-Atlantic-2162	30 39
24	WIGGLE WOBBLE	
	★LES COOPER-Everlast-5019	26 22
25	EVERYBODY LOVES A LOVER	
	★SHIRELLES-Scepter-1243	33 44
26	THE NIGHT HAS A THOUSAND EYES	
	★BOBBY VEE-Liberty-55521	29 43
27	ALL ALONE AM I	
	★BRENDA LEE-Decca-31424	20 9
28	SHUTTERS AND BOARDS	
	★JERRY WALLACE-Challenge-9171	31 36
29	MONSTER'S HOLIDAY	
	★BOBBY "BORIS" PICKETT-Garpax-44171	37 55
30	IT'S UP TO YOU	
	★RICK NELSON-Imperial-5901	44 74
31	SANTA CLAUS IS COMING TO TOWN	
	★4 SEASONS-VeeJay-478	42 77
32	RUBY ANN	
	★MARTY ROBBINS-Columbia-42614	32 26
33	HE'S A REBEL	
	★CRYSTALS-Philles-106 VIKKI CARR-Liberty-55493	23 16
34	RUMORS	
	★JOHNNY CRAWFORD-Del-Fi-4188	27 20
35	REMEMBER THEN	
	★EARLS-Old Town-1130	40 68
36	LET'S KISS AND MAKE UP	
	★BOBBY VINTON-Epic-9561	39 45

	Position 12/22	12/15
37	I SAW LINDA YESTERDAY	
	★DICKEY LEE-Smash-1791	43 58
38	SANTA CLAUS IS WATCHING YOU	
	★RAY STEVENS-Mercury-72058	45 78
39	DESAFINADO	
	★STAN GETZ & CHARLES BYRD-Verve-10260 25 21 SI ZENTNER-Liberty-55499 LLOYD MAYER-United Artists-509 PAT THOMAS-MGM-13102 FREDA PAYNE-ABC-10366 JULIE LONDON-Liberty-55512 MAVIS RIVERS-Reprise-20115 ELLA FITZGERALD-Verve-10274 BOB GALLO-Assault-1844	
40	DON'T MAKE ME OVER	
	★DIONNE WARWICK-Scepter-1239	63 69
41	LITTLE DRUMMER BOY	
	★HARRY SIMONE CHORALE-20th-Fox-121 JACK HALLORAN SINGERS-Dot-16275	54 82
42	TROUBLE IS MY MIDDLE NAME	
	★BOBBY VINTON-Epic-9561	47 51
43	HALF HEAVEN, HALF HEARTACHE	
	★GENE PITNEY-Musicor-1026	57 81
44	THAT'S LIFE	
	★GABRIEL & ANGELS-Swan-4118	48 48
45	I LEFT MY HEART IN SAN FRANCISCO	
	★TONY BENNETT-Columbia-42332 FRANK SINATRA-Reprise-20107 SEYMOUR-Heartbeat-20 QUARTET TRES BIEN-Norman-526 ROBERTA SHERWOOD-Harmon-1010 DEREK SMITH-Time-1056 GORDON JENKINS-Columbia-42608 JACK PLEIS-Cameo-235 WILLIS JACKSON-Prestige-234 CORDIALS-Panic-1000	35 34
46	LET'S GO (PONY)	
	★ROUTERS-Warner Bros.-5283	28 27
47	I'M GONNA BE WARM THIS WINTER	
	★CONNIE FRANCIS-MGM-13116	60 90
48	THE PUSH AND KICK	
	★MARK VALENTINO-Swan-4121	36 30
49	SEE SEE RIDER	
	★LAVERN BAKER-Atlantic-2167 BILLY STORM-Vista-413	51 80
50	ESO BESO	
	★PAUL ANKA-RCA-8097	41 25
51	MY COLORING BOOK	
	★KITTY KALLEN-RCA-8124 73 — ★SANDY STEWART-Colpix-669 ★BARBRA STREISAND-Columbia-42648 ★GEORGE CHAKIRIS-Capitol-4892	
52	THE LOVE OF A BOY	
	★TIMI YURO-Liberty-55519	55 66
53	COMIN' HOME BABY	
	MEL TORME-Atlantic-2165	52 49
54	TEN LITTLE INDIANS	
	★BEACH BOYS-Capitol-4880	56 65
55	MY OWN TRUE LOVE	
	★DUPREES-Coed-571	34 24
56	SPANISH LACE	
	★GENE McDANIELS-Liberty-55510	38 40
57	SOME KINDA FUN	
	★CHRIS MONTEZ-Monogram-507	65 75
58	BALLAD OF JED CLAMPETT	
	★FLATT & SCRUGGS-Columbia-42606	75 86
59	YOU'VE REALLY GOT A HOLD ON ME	
	★MIRACLES-Tamla-54073	70 85
60	THE CHA CHA CHA	
	★BOBBY RYDELL-Cameo-228	56 33
61	LOOP DE LOOP	
	★JOHNNY THUNDER-Diamond-129	80 —
62	I CAN'T HELP IT	
	★JOHNNY TILLOTSON-Cadence-1432 BILLY STORM-Infinity-023 SUZANNE CAROL-Parker-205	58 38
63	JINGLE BELL ROCK	
	★BOBBY HELMS-Decca-30513 93 96 ★CHUBBY CHECKER & BOBBY RYDELL-Cameo-205	
64	ECHO	
	★EMOTIONS-Kapp-490	68 73
65	RAINBOW AT MIDNIGHT	
	★JIMMIE RODGERS-Dot-16407	66 70
66	ONEY ISLAND BABY	
	★EXCELLENTS-Blast-205	72 84
67	YOUR CHEATIN' HEART	
	★RAY CHARLES-ABC-10375 59 56 KING CURTIS-Capitol-4841	

	Position 12/22	12/15
68	CINNAMON CINDER	
	★PASTEL SIX-Zen-102 79 — CINDERS-Warner Bros.-5326	
69	STRANGE I KNOW	
	★MARVELETTES-Tamla-54072	69 72
70	SHAKE SHERRY	
	★CONTOURS-Gordy-7012	77 —
71	LOVESICK BLUES	
	★FRANK IFIELD-VeeJay-477	78 —
72	SHE'S A TROUBLEMAKER	
	★MAJORS-Imperial-5879	81 88
73	STUBBORN KIND OF FELLOW	
	★MARVIN GAYE-Tamla-54068	46 42
74	DON'T GO NEAR THE ESKIMOS	
	★BEN COLDER-MGM-13104	71 76
75	POPEYE (THE HITCHHIKER)	
	★CHUBBY CHECKER-Parkway-849	67 59
76	CAST YOUR FATE TO THE WIND	
	★VINCE GUARALDI TRIO-Fantasy-563 83 91 ★MARTIN DENNY-Liberty-55514	
77	ROAD HOG	
	★JOHN D. LOUDERMILK-RCA-8101	74 79
78	FROM A JACK TO A KING	
	★NED MILLER-Fabor-114	86 92
79	CHICKEN FEED	
	★BENT FABRIC-Atco-6245	97 —
80	FLY ME TO THE MOON	
	★JOE HARNELL-Kapp-497 94 — ★EYDIE GORME-ABC-10383 ★FELICIA SANDERS-Decca-31335 ★APRIL STEVENS-Imperial-5907	
81	LITTLE TOWN FLIRT	
	★DEL SHANNON-Bigtop-3131	88 —
82	ME AND MY SHADOW	
	★FRANK SINATRA & SAMMY DAVIS, JR. 84 83 Reprise-20128	
83	MY WIFE CAN'T COOK	
	★LONNIE RUSS-4-J-501	92 95
84	MOLLY	
	★BOBBY GOLDSBORO-Laurie-3148	98 —
85	I MAY NOT LIVE TO SEE TOMORROW	
	★BRIAN HYLAND-ABC-10374	99 —
86	WALK RIGHT IN	
	★ROOFTOP SINGERS-Vanguard-35017 MOMENTS-Era-3099	— —
87	NIGHT TIME	
	★PETE ANTELL-Cameo-234	85 87
88	THE CHIPMUNK SONG	
	★DAVID SEVILLE & CHIPMUNKS- 87 100 Liberty-55289	
89	SHAKE ME I RATTLE (SQUEEZE ME I CRY)	
	★MARION WORTH-Columbia-42640	— —
90	LET ME GO THE RIGHT WAY	
	★SUPREMES-Motown-1034	90 89
91	ZERO ZERO	
	★LAWRENCE WELK-Dot-16420 89 93 ★CARL-HENRIK NORIN-Atco-6241 ★JOE NEWMAN COMBO-Mercury-72067 ★POPCORNS-Decca-31446	
92	ROCKIN' AROUND THE CHRISTMAS TREE	
	★BRENDA LEE-Decca-30776	96 100
93	I NEED YOU	
	★RICK NELSON-Imperial-5901	91 —
94	JAVA	
	★FLOYD CRAMER-RCA Victor-8116	— —
95	MAYBE YOU'LL BE THERE	
	★BILLY & ESSENTIALS-Jamie-1239	100 98
96	WHITE CHRISTMAS	
	★BING CROSBY-Decca-23778	95 99
97	PROUD	
	★JOHNNY CRAWFORD-Del-Fi-4193	— —
98	WOULD IT MAKE ANY DIFFERENCE TO YOU	
	★ETTA JAMES-Argo-5430	— —
99	THERE'LL BE NO TEARDROPS TONIGHT	
	★ADAM WADE-Epic-9557	— —
100	TWILIGHT TIME	
	★ANDY WILLIAMS-Cadence-1433	100 97



# Warmest Holiday Greetings...



## JACKIE WILSON

Current Hit Single

**"WHAT GOOD AM I  
WITHOUT YOU"**

b/w

**"A GIRL NAMED  
TAMIKO"**

B 55236



Personal Management **NAT TARNOPOL**

**"JACKIE  
WILSON  
AT THE  
COPA"**

BL 54108

Current Album





**CONGRATULATIONS**

**TO**

**MR. ACKER BILK**

**NOMINATED**

**“BEST INSTRUMENTALIST OF 1962”**

**and**

**“NO. 2 ALBUM INSTRUMENTALIST OF 1962”**

**and for**

**“STRANGER ON THE SHORE”**

**VOTED AMERICA’S “NO. 2 SONG OF THE YEAR”**

**THANK YOU ATCO**

**FOR A WONDERFUL PROMOTION JOB!**

**HERE’S TO MORE SUCCESSES IN 1963—**

**E. M. I. RECORDS LTD.  
LONDON**



**BEST INSTRUMENTALIST OF 1962**

**NO. 2 ALBUM INSTRUMENTALIST OF 1962**

**“STRANGER ON THE SHORE”**

**(NO. 2 SONG OF THE YEAR.)**

**MR. ACKER BILK**

THE ARTIST IN QUESTION

AND

**MR DENIS PRESTON**

OF RECORD SUPERVISION LTD., WHO PRODUCED THE RECORD

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To The Public, The Trade, The D.J.'s And  
Other Well Intentioned Persons In America  
Whose Kind Indulgence Made The Gaining  
Of These Laurels A Possibility —*

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# TOP 100

## CHART HITS OF 1962

A TABULATION OF THE RECORDS WHICH ACHIEVED GREATEST SUCCESS ON THE WEEKLY CASH BOX TOP 100 BEST SELLER LIST. THE RECORDS LISTED BELOW ARE IN ORDER OF STRENGTH BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE TOP 100 AS WELL AS HEIGHT ATTAINED ON THE CHART. ALL SONGS WHICH WERE ON THE TOP 100 WERE INCLUDED AND SURVEY COVERS TWELVE MONTH PERIOD ENDING DECEMBER 15.

1. TWIST—CHUBBY CHECKER (PARKWAY) PUB: ARMO—JAY & CEE—BMI—BALLARD
2. STRANGER ON THE SHORE—ACKER BILK (ATCO) PUB: MELLIN—BMI—BILK, YOUNG
3. PEPPERMINT TWIST—JOEY DEE & STARLIGHTERS (ROULETTE) PUB: IMPACT—BMI—DEE, GLOVER
4. Mashed Potato Time—Deedee Sharp (Cameo) Pub: Rice—Mills—BMI—Mann, Lowe
5. Moon River—Henry Mancini (RCA) & Jerry Butler (Vee Jay) Pub: Famous—ASCAP—Mercer, Mancini
6. I Can't Stop Loving You—Ray Charles (ABC) Pub: Acuff-Rose—BMI—Gibson
7. You'll Lose a Good Thing—Barbara Lynn (Jamie) Pub: Jamie—Crazy Cajun BMI—Ozer
8. The Stripper—David Rose (MGM) Pub: David Rose—ASCAP—Rose
9. The Wanderer—Dion (Laurie) Pub: Disal—ASCAP—Maresca
10. The Lion Sleeps Tonight—Tokens (RCA) Pub: Token—BMI—Weiss, Peretti, Creatore
11. Johnny Angel—Shelly Fabares (Colpix) Pub: Post BMI—Pockriss—Duddy
12. The One Who Really Loves You—Mary Wells Pub: Jobete—BMI—Robinson
13. Ramblin' Rose—Nat "King" Cole (Capitol) Pub: Sweco—BMI—J. & N. Sherman
14. Hey Baby—Bruce Channel (Smash) Pub: LeBill BMI—Cobb—Chanell
15. Locomotion—Little Eva (Dimension) Pub: Aldon BMI—Goffin—King
16. Duke Of Earl—Gene Chandler (Vee Jay) Pub: Conrad—Karlton—BMI—Williams, Edwards, Dixon
17. Roses Are Red—Bobby Vinton (Epic) Pub: Lyle Byron—Evans
18. Do You Love Me—Contours (Gordy) Pub: Jobete BMI—Gordy
19. Soldier Boy—Shirelles (Scepter) Pub: Ludix—BMI—Dixon, Green
20. Sherry—Four Seasons (Vee Jay) Pub: Bobob—ASCAP—Gaudio
21. Walk On By—Leroy Van Dyke (Mercury) Pub: Lowery BMI—Hayes
22. I Know—Barbara George (AFO) Pub: At Last—Saturn—BMI—George
23. It Keeps Right On A-Hurtin'—Johnny Tillotson (Cadence) Pub: Tanridge—BMI—Tillotson
24. Midnight In Moscow—Kenny Ball (Kapp) Pub: Melody—Trails—BMI—Ball
25. Let Me In—Sensations (Chess) Pub: Arc—Williams
26. Monster Mash—Bobby Pickett (Garpax) Pub: Garpax—Capizzi BMI—Pickett, Capizzi
27. Palisades Park—Freddy Cannon (Swan) Pub: Claridge—ASCAP—Barris
28. Can't Help Falling In Love—Elvis Presley (RCA) Pub: Gladys—BMI—Brett, Creatore, Weiss
29. Twist And Shout—Isley Bros. (Wand) Pub: Russber—BMI, Medley, Russell
30. Twistin' The Night Away—Sam Cooke (RCA) Pub: Kags—BMI—Cooke
31. Surfin' Safari—Beach Boys (Capitol) Pub: Guild BMI—Wilson—Love
32. Breaking Up Is Hard To Do—Neil Sedaka (RCA) Pub: Aldon BMI—Sedaka, Greenfield
33. Run To Him—Bobby Vee (Liberty) Pub: Aldon—BMI—Keller, Goffin
34. Green Onions—Booker T. & MG's (Stax) Pub: East—BMI—Jones, Cropper, Steinberg, Jackson
35. Wolverton Mountain—Claude King (Columbia) Pub: Painted Desert—BMI—Kilgore, King
36. Love Letters—Ketty Lester (Era) Pub: Famous—ASCAP—Heyman, Young
37. Town Without Pity—Gene Pitney (Musicor) Pub: United Artists—ASCAP—Tiomkin—Washington
38. Sheila—Tommy Roe (ABC—Paramount) Pub: Eager, Low—TWI—BMI—Roe
39. Please Mr. Postman—Marvelettes (Tamla) Pub: Jobete BMI—Dobbins
40. Alley Cat—Bent Fabric (Atco) Pub: Meteorin—BMI—Bjorne
41. Patches—Dickey Lee (Smash) Pub: Aldon BMI—Mann, Kolber
42. Good Luck Charm—Elvis Presley (RCA) Pub: Gladys—ASCAP—Schroeder
43. Big Bad John—Jimmy Dean (Columbia) Pub: Cigma BMI—Dear
44. Tuff—Ace Cannon (Hi) Pub: Jec—BMI—Cannon
45. Goodbye Cruel World—James Darren (Colpix) Pub: Aldon—BMI—Shayne
46. Dear Lady Twist—Gary U.S. Bonds (Laurie) Pub: Pepe—BMI—Guida
47. Party Lights—Claudine Clark (Chancellor) Pub: Rambled—BMI—Clark
48. Sealed With A Kiss—Brian Hyland (ABC—Paramount) Pub: Post—ASCAP—Udell, Geld
49. She Cried—Jay & The Americans (UA) Pub: Trio—BMI—Richards, Daryll
50. Norman—Sue Thompson (Hickory) Pub: Acuff-Rose—BMI—Loudermilk
51. Playboy—Marvelettes (Tamla) Pub: Jobete BMI—Bateman, Horton, Stevenson
52. A Little Bitty Tear—Burl Ives (Decca) Pub: Pamper BMI—Cochran
53. Slow Twistin'—Chubby Checker (Parkway) Pub: Woodcrest BMI—Sheldon
54. Baby It's You—Shirelles (Scepter) Pub: Dolfi ASCAP—David, Williams, Bacharach
55. Limbo Rock—Chubby Checker (Parkway) Pub: Twist BMI—Strange, Sheldon
56. Let There Be Drums—Sandy Nelson (Imperial) Pub: Travis BMI—Nelson, Polodor
57. Don't Break The Heart That Loves You—Connie Francis (MGM) Pub: Francon ASCAP—Davis, Murray
58. Popeye (The Hitchhiker)—Chubby Checker (Parkway) Pub: Kalmann ASCAP—Mann, Appell
59. Wah-Watusi—The Orlons (Cameo) Pub: Kalmann—Lowe ASCAP—Mann, Appell
60. Let's Dance—Chris Montez (Monogram) Pub: Rondell & Sherman/DeVorzon BMI—Lee

(#61 through #100 continued on page 12)



# Seasons Greetings



# JOHNNY MATHIS

exclusively  
**COLUMBIA** 

**NOGA PRODUCTIONS**  
**NOGA ENTERPRISES**  
**CATRYL MUSIC**

AGENT 



# TOP 100 CHART HITS OF 1962

Continued from page 10

61. Cottonfields—Highwaymen (UA) Pub: Westside ASCAP—Fisher
62. Lover Please—Cylde McPhatter (Mercury) Pub: Lynn, Lou BMI—Swan
63. Any Day Now—Chuck Jackson (Wand) Pub: Plan Two ASCAP—Bacharach, Hilliard
64. You Belong To Me—Duprees (Coed) Pub: Studio BMI—King, Stewart, Price
65. I Left My Heart In San Francisco—Tony Bennett (Columbia) Pub: General—ASCAP—Cross, Cory
66. Break It To Me Gently—Brenda Lee (Decca) Pub: Northern—ASCAP—Lapert, Seneca
67. Young World—Rick Nelson (Imperial) Pub: Four Star BMI—Fuller
68. Shout, Shout (Knock Yourself Out)—Ernie Maresca (Seville) Pub: Broadway—ASCAP—Maresca, Bogdany
69. Al Di La—Emilio Pericoli (WB) Pub: M. Witmark & Sons ASCAP—Donida
70. Happy Birthday Sweet Sixteen—Neil Sedaka (RCA) Pub: Aldon BMI—Greenfield, Keller
71. What's Your Name—Don & Juan (Bigtop) Pub: Hill & Range BMI—Johnson
72. He's A Rebel—Crystals (Philles) Pub: January BMI—Pitney
73. All Alone Am I—Brenda Lee (Decca) Pub: Duchess BMI—Hadjidakis, Altman
74. Snap Your Fingers—Joe Henderson (Todd) Pub: Cigma BMI—Martin, Zinetis
75. Venus In Blue Jeans—Jimmy Clanton (Ace) Pub: Aldon BMI—Greenfield, Sedaka
76. Soul Twist—King Curtis (Enjoy) Pub: Bob, Dan—Kylinn BMI—Curtis, Robinson
77. I Don't Know Why—Linda Scott (Canadian-American) Pub: Cromwell ASCAP—Turk, Ahlert
78. Unchain My Heart—Ray Charles (ABC) Pub: Tee Pee ASCAP—Jones, James
79. Smokey Places—Corsairs (Tuff) Pub: Earl ASCAP—Spector
80. Ahab The Arab—Ray Stevens (Mercury) Pub: Lowery BMI—Stevens
81. Lovers Who Wander—Dion (Laurie) Pub: Disal ASCAP—DiMucci, Maresca
82. Gypsy Woman—Impressions (ABC Par) Pub: Curton—BMI—Mayfield
83. If You Gotta Make A Fool Of Somebody—James Ray (Caprice) Pub: Good Songs BMI—Clark
84. Rinky Dink—Dave Baby Cortez (Chess) Pub: Arc—Cortez BMI—Clowney
85. Don't Play That Song—Ben E. King (Atco) Pub: Progressive BMI—Nugetre
86. Twistin' Matilda—Jimmy Soul (SPQR) Pub: Pepe BMI—Paterson, Cowan
87. Cryin' In The Rain—Everly Bros. (Warner Bros) Pub: Aldon BMI—Greenfield, King
88. Uptown—Crystals (Philles) Pub: Aldon BMI—Mann, Weil
89. Theme From Dr. Kildare (Three Stars)—Richard Chamberlain (MGM) Pub: Robbins ASCAP—Goldsmith, Rugulo, Winn
90. Tonight—Ferrante & Teicher (UA) Pub: G. Shirmer ASCAP—Bernstein, Sondheim
91. Speedy Gonzales—Pat Boone (Dot) Pub: Budd ASCAP—Kaye, Hill, Lee
92. Shout (Pt. 1)—Joey Dee (Roulette) Pub: Wemar—Nom BMI—Isley Bros.
93. You Beat Me To The Punch—Mary Wells (Motown) Pub: Jobete BMI—White, Robinson
94. Til—Angels (Caprice) Pub: Chappell ASCAP—Sigman, Danvers
95. She's Not You—Elvis Presley (RCA) Pub: Elvis Presley BMI—Pomus Stoller, Leiber
96. Everybody Loves Me But You—Brenda Lee (Decca) Pub: Champion BMI—Self
97. Johnny Get Angry—Joanie Sommers (WB) Pub: Tod ASCAP—Edwards, David
98. Man Who Shot Liberty Valance—Gene Pitney (Musicor) Pub: Famous ASCAP—Bacharach, David
99. P. T. 109—Jimmy Dean (Columbia) Pub: Cedarwood BMI—Wilkin, Burch
100. Runaround Sue—Dion (Laurie) Disal ASCAP—DiMucci, Maresca



## *season's greetings*

TO MY FRIENDS THROUGHOUT THE WORLD!

*Johnny Tillotson*

### **chartmakers for '62**

"DREAMY EYES"

"IT KEEPS RIGHT ON A-HURTIN'"

"SEND ME THE PILLOW YOU DREAM ON"

"I CAN'T HELP IT"

### **current hit album**

"IT KEEPS RIGHT ON A-HURTIN'"

CLP 3058

exclusively: CADENCE RECORDS  
personal management: MEL SHAYNE  
public relations: CHARLIE EARL  
bookings: WM. MORRIS



**Wishing you  
the MOST for  
Christmas and  
the New Year**

**and a special THANKS  
to the Columbia Records  
sales force, whose  
belief in and untiring  
efforts on "San Francisco"  
led to one of my most  
important successes  
on records.**

# **TONY BENNETT**

**Record Promotion  
JOE PETRALIA**

**Publicity  
MAL BRAVEMAN**



**Exclusively on  
COLUMBIA  
RECORDS**



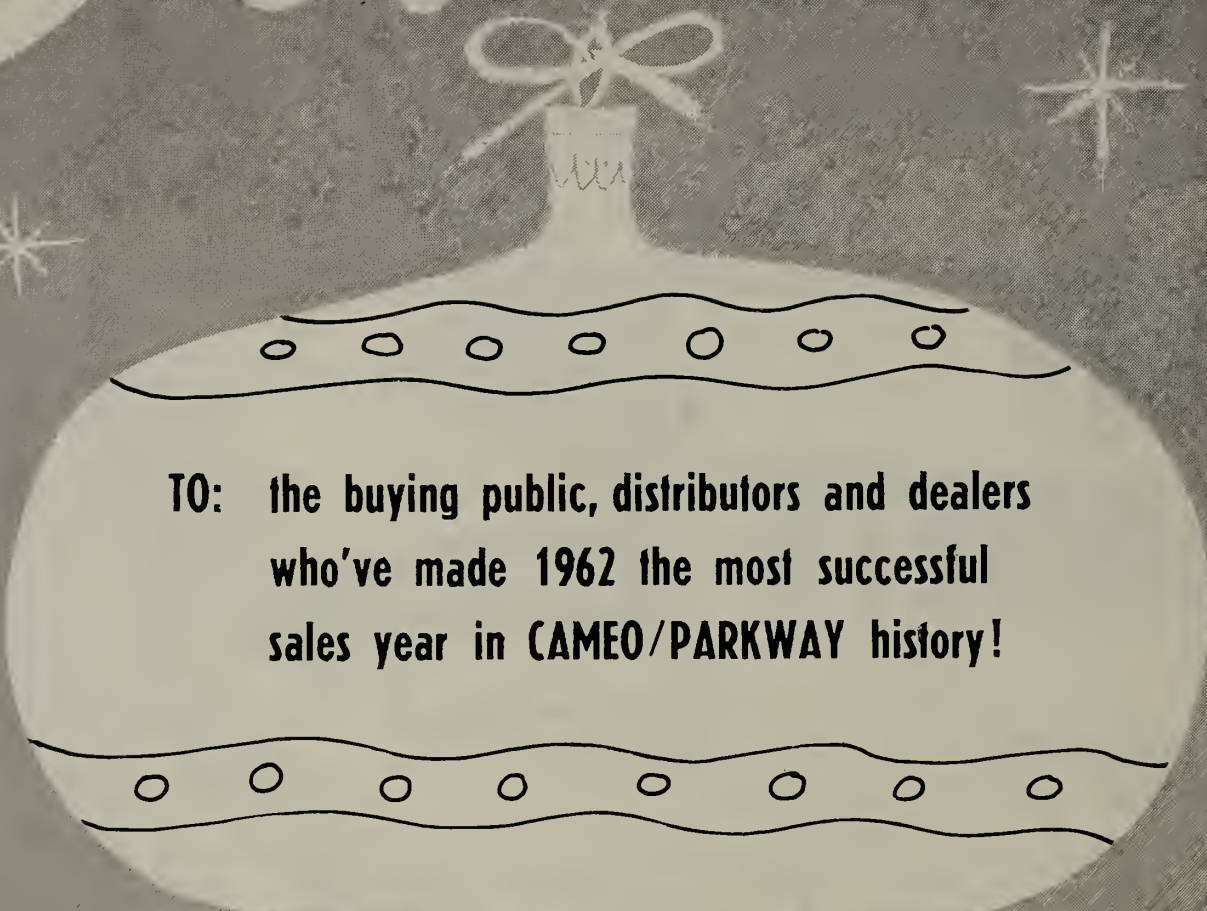
*J. Petralia*



**CAMEO PARKWAY**

*extends*

*Season's*



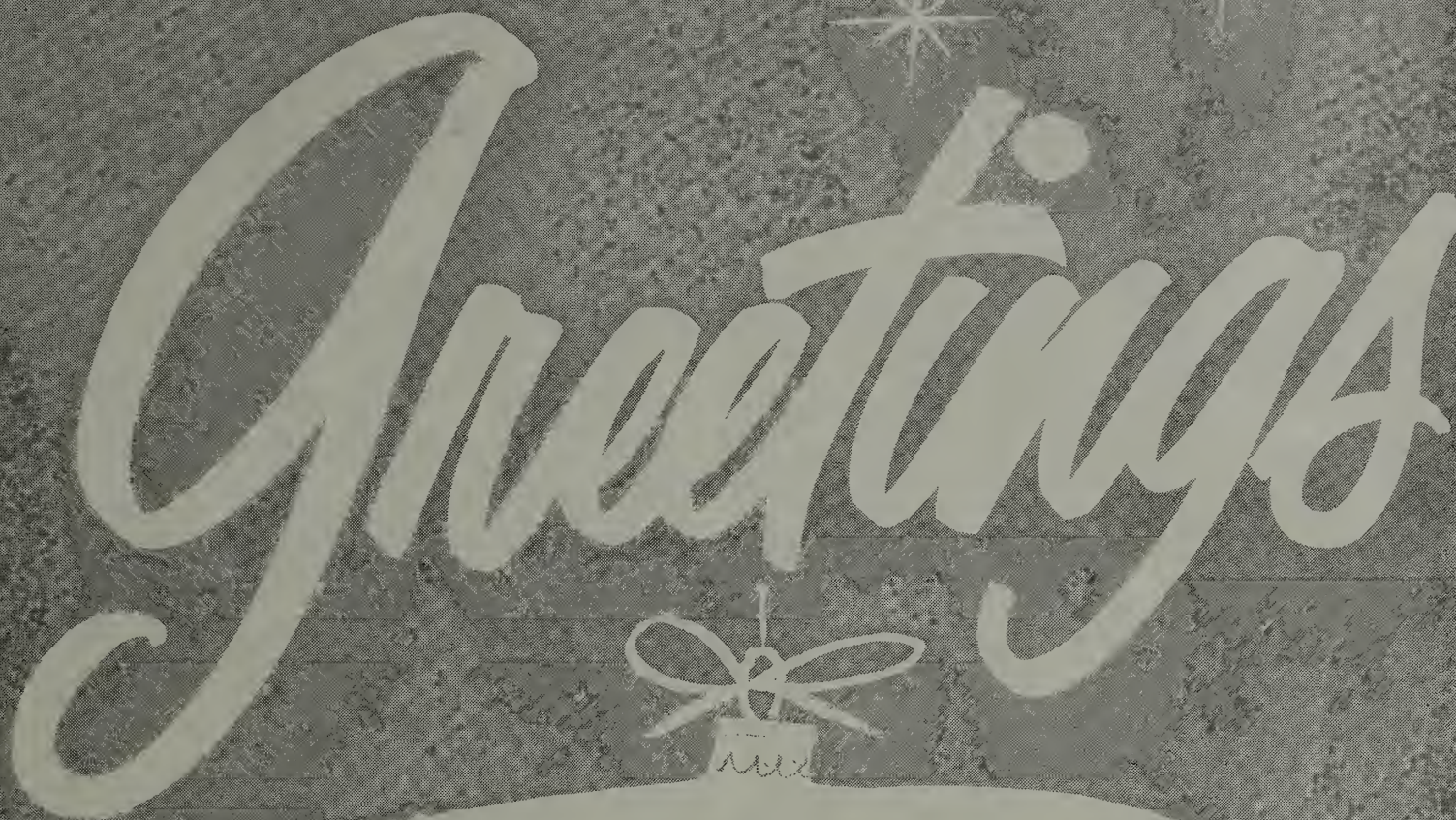
**TO: the buying public, distributors and dealers  
who've made 1962 the most successful  
sales year in CAMEO/PARKWAY history!**

**AND TO THE ARTISTS WHOSE TALENTS HAVE**

**THE BIG ONES ARE ON CAMEO/PARKWAY**



# Greetings



**TO: the DJ's and reviewers who've made  
CAMEO/PARKWAY one of America's TOP 3  
in singles . . . one of America's TOP 10 in  
combined singles and LP's during 1962!**

*—and who've helped us earn the 1962 Cash Box  
award for the top Male Vocalist and the top single!*

**CONTRIBUTED SO MUCH TO OUR SUCCESS . . .**

**THE BIG ONES ARE ON CAMEO/PARKWAY**



# KING OF THE TWIST



*and NOW*

# "KING OF THE LIMBO"

# CHUBBY CHECKER

**GRATEFUL FOR THE AWARDS  
#1 RECORD OF THE YEAR— #1 MALE VOCALIST  
(THE TWIST—CHUBBY CHECKER)  
in THE CASH BOX YEAR END SURVEY 1962**

**TOPS IN THE NATION**

Over A Million Sold To Date  
And Still Going Strong . . .

**LIMBO ROCK**

PARKWAY 849

**CURRENT SMASH ALBUM**

**CHUBBY CHECKER  
LIMBO PARTY**

PARKWAY 7020

**Personal Management  
HENRY COLT • KAL MANN**

**Exclusively  
PARKWAY RECORDS**

**THE BIG ONES ARE ON CAMEO/PARKWAY**





**THE BIG ONES ARE ON CAMEO/PARKWAY**



# BOBBY

*Greetings  
and  
Thanks*



**THE BIG ONES ARE ON CAMEO/PARKWAY**



# RYDDELL

Soon To Be Released  
Co-Starring Role

**"BYE BYE  
BIRDIE"**

(A COLUMBIA PICTURES RELEASE)

Current Smash Single

**THE CHA  
CHA CHA**

CAMEO 228

Current Smash Album

**BIGGEST  
HITS  
(VOLUME 2)**

CAMEO 1028

Personal Management  
**FRANKIE DAY**

Exclusively  
**CAMEO RECORDS**

**THE BIG ONES ARE ON CAMEO/PARKWAY**



Thanks for a wonderful year



(Mashed Potatoes)

# Sharp



Current Smash Single

## RIDE

CAMEO 230

Current Smash Album

## DEE DEE SHARP ALL THE HITS (VOLUME 2)

CAMEO 1032

Direction



Personal Management

**HENRY COLT  
KAL MANN**

Exclusively On  
**CAMEO RECORDS**

### THANKS for the Awards

#1 BEST NEWCOMER—FEMALE  
VOCALIST (pop)

#1 BEST NEWCOMER—FEMALE  
VOCALIST (R&B)  
(in the year-end Cash Box Poll)

909



**THE BIG ONES ARE ON CAMEO/PARKWAY**



**GREETINGS AND  
A GREAT BIG THANKS**

# THE ORLONS

Current Single

**DON'T  
HANG UP**

CAMEO 231

Current Smash Album

**ALL THE HITS  
BY THE ORLONS**

CAMEO 1033

Exclusively  
**CAMEO RECORDS**



Personal Mgt.  
**NAT SEGALL**

**THE BIG ONES ARE ON CAMEO/PARKWAY**





Thanks DJ's, Dealers . . . Thanks To All For A Great Year

# THE DOVELLS

Thanks for Award

**#2 BEST VOCAL GROUP**

In The Cash Box Year End Survey



Current Smash Album

**HULLY GULLY**

PARKWAY 7021

Exclusively on **PARKWAY**

Personal Management **NAT SEGALL**

**THE BIG ONES ARE ON CAMEO/PARKWAY**



# TOP ARTISTS OF 1962 on SINGLES

A TABULATION OF ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THE FIELD OF SINGLE RECORDS ACCORDING TO THE WEEKLY CASH BOX TOP 100 BEST SELLER LIST. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON TOP 100 AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH APPEARED ON THE TOP 100 WERE USED FOR AN ARTIST'S TOTAL. THE SUM TOTAL OF ALL OF AN ARTIST'S HITS RESULTED IN THE POSITIONING OF A NAME. SURVEY COVERS 12 MOS. ENDING DEC. 15, 1962

## BEST MALE VOCALISTS (SINGLES)

1. CHUBBY CHECKER
2. ELVIS PRESLEY
3. RAY CHARLES
4. Dion
5. Jimmy Dean
6. Sam Cooke
7. Bobby Darin
8. Roy Orbison
9. Bobby Rydell
10. Gene Pitney
11. Brook Benton
12. Neil Sedaka
13. Bobby Vee
14. Burl Ives
15. Rick Nelson
16. James Darren
17. Johnny Tillotson
18. Gary U.S. Bonds
19. Jerry Butler
20. Brian Hyland
21. Pat Boone
22. Paul Anka
23. Johnny Crawford
24. Gene McDaniels
25. Leroy Van Dyke
26. Freddie Cannon
27. Nat King Cole
28. Clyde McPhatter
29. Solomon Burke
30. Bobby Bland
31. Jackie Wilson
32. Ben E. King
33. Fats Domino
34. Ral Donner
35. Marty Robbins
36. James Brown
37. Jimmy Clanton
38. Tony Bennett
39. Sammy Davis, Jr.
40. Bobby Edwards

## BEST INSTRUMENTALIST (SINGLES)

1. ACKER BILK
2. BENT FABRIC
3. SANDY NELSON
4. Booker T.
5. King Curtis
6. Dave "Baby" Cortez
7. Ferrante & Teicher
8. Jimmy Soul
9. Bill Black
10. Duane Eddy
11. Billy Joe & Checkmates
12. B. Bumble & Stingers
13. Jimmy Smith
14. Stan Getz—Charlie Byrd
15. Valjean
16. Jimmy McGriff
17. Roger Williams
18. Earl Grant
19. Floyd Cramer
20. Marketts
21. Les Cooper
22. Tornadoes
23. Bobby Gregg
24. Dave Brubeck
25. Routers

## BEST VOCAL GROUPS (SINGLES)

1. SHIRELLES
2. DOVELLS
3. LETTERMEN
4. Everly Bros.
5. Highwaymen
6. Tokens
7. Isley Bros.
8. Belmonts
9. Miracles
10. Ike & Tina Turner
11. Drifters
12. Kingston Trio
13. Dick & Deedee
14. Paris Sisters
15. Marcells
16. Chantels
17. Castels
18. Shep & Limelights
19. Fleetwoods
20. Falcons
21. Jive Five
22. Jamies
23. Brothers Four
24. Fiestas
25. G-Cleffs

## BEST FEMALE VOCALIST (SINGLES)

1. BRENDA LEE
2. CONNIE FRANCIS
3. SUE THOMPSON
4. Linda Scott
5. Patsy Cline
6. Etta James
7. Dinah Washington
8. Timi Yuro
9. Patti Page
10. Hayley Mills
11. Joannie Sommers
12. Gladys Knight
13. Toni Fisher
14. Wanda Jackson
15. Aretha Franklin
16. Connie Stevens
17. Jo Ann Campbell
18. Little Esther Phillips
19. Carla Thomas
20. Janie Grant
21. Ann Margret
22. Baby Washington

## BEST ORCHESTRA (SINGLES)

- |  |   |
|--|---|
| <ol style="list-style-type: none"> <li>1. HENRY MANCINI</li> <li>2. ACE CANNON</li> <li>3. KENNY BALL</li> <li>4. David Rose</li> <li>5. Billy Vaughn</li> <li>6. Champs</li> <li>7. Bert Kaempfert</li> <li>8. Nelson Riddle</li> </ol> | <ol style="list-style-type: none"> <li>9. Frank Slay</li> <li>10. Si Zentner</li> <li>11. Tiajuana Brass</li> <li>12. Bob Moore</li> <li>13. Quincy Jones</li> <li>14. David Carroll</li> <li>15. Ray Anthony</li> <li>16. Lawrence Welk</li> </ol> |
|--|---|

## BEST NEWCOMERS (FEMALE VOC. SINGLES)

1. DEE DEE SHARP
2. MARY WELLS
3. SHELLEY FABARES
4. Barbara Lynn
5. Little Eva
6. Ketty Lester
7. Barbara George
8. Claudine Clark
9. Marcie Blaine
10. Bertha Tillman
11. Little Jo Ann
12. Florraine Darlin
13. Patti Labelle
14. Babs Tino

## BEST NEWCOMERS (MALE VOC. SINGLES)

1. JOEY DEE
2. BOBBY VINTON
3. BRUCE CHANNEL
4. Tommy Roe
5. Claude King
6. Gene Chandler
7. Chuck Jackson
8. Rickard Chamberlain
9. James Ray
10. Chris Montez
11. Dickie Lee
12. Joe Henderson
13. Bobby Pickett
14. Ernie Maresca
15. Ray Stevens
16. Emilio Pericoli
17. Walter Brennan
18. Eddie Hodges
19. Frank Ifield
20. Larry Finnegan
21. Chris Jensen
22. George Maharis
23. Paul Petersen
24. Bobby Bare
25. Jimmy Elledge

## FOREIGN RECORDS TO HIT THE TOP IN 1962

- ABOVE THE STARS—Mr. Acker Bilk (Atco)  
 AFRIKAAN BEAT—Bert Kaempfert (Decca)  
 AL DI LA—Emilio Pericoli (Warner Bros.)  
 ALLEY CAT—Bent Fabric (Atco)  
 CHICKEN FEED—Bent Fabric (Atco)  
 GREEN LEAVES OF SUMMER—Kenny Ball (Kapp)  
 I REMEMBER YOU—Frank Ifield (VeeJay)  
 MIDNIGHT IN MOSCOW—Kenny Ball (Kapp)  
 MY BOOMERANG WON'T COME BACK—Charlie Drake (United Artists)  
 POP GOES THE WEASEL—Anthony Newley (London)  
 SILVER THREADS AND GOLDEN NEEDLES—Springfields (Philips)  
 SOFTLY AS I LEAVE YOU—Matt Monro (Liberty)  
 STRANGER ON THE SHORE—Mr. Acker Bilk (Atco)  
 TELSTAR—Tornadoes (London)  
 THAT HAPPY FEELING—Bert Kaempfert (Decca)  
 WHAT KIND OF FOOL AM I—Anthony Newley (London)  
 WHY NOT NOW—Matt Monro (Warwick)

## BEST NEWCOMERS (VOCAL GROUPS SINGLES)

1. MARVELETTES
2. CRYSTALS
3. FOUR SEASONS
4. Orlons
5. Angels
6. Duprees
7. Yvonne Baker & Sensations
8. Jay & Americans
9. Beach Boys
10. Contours
11. Jaybird Uzzell & Corsairs
12. Peter, Paul & Mary
13. Don & Juan
14. Don Gardner & Deedee Ford
15. Ikettes
16. Volumes
17. Ronnie & Hi-Lites
18. Blue Belles
19. Springfields
20. Majors
21. Flares
22. Little Joey & Flips
23. Rivingtons
24. Chad Mitchell Trio
25. Sims Twins



# NO. 1 FOR 13 OUT OF 15

## SHERRY BIG GIRLS DON'T CRY SANTA CLAUS IS COMING TO TOWN

*thanks*

DISK JOCKEYS · DEALERS  
 MUSIC OPERATORS · DISTRIBUTORS  
 RACK JOBBERS · ONE STOPS  
 STEA PHILIPS STUDIOS (and especially to Gordon Chou)  
 SID BASS  
 and to the greatest promotion team ever:  
 RED SCHWARTZ · RANDY WOOD  
 STEVE CLARK · LARRY BAKKE  
 BILL SHEPHERD · GENE CATHERMAN  
 HARVEY COOPER  
 and, of course,  
 HARRIET

# OVER 3,000,000 SINGLES

### CURRENT BEST-SELLING ALBUMS:



Sherry & 11 Others  
VJ LP-1053/SR 1053



The 4 Seasons' Greetings  
VJ LP-1055/SR 1055



Big Girls Don't Cry  
& 11 Others  
VJ LP-1056/SR 1056

## NEXT! THE 4 SEASONS IN THE COUNTRY

THE WORLD'S GREATEST HIT PRODUCER . . . BOB CREWE • PERSONAL MANAGEMENT . . . JERRY WEINTRAUB, 200 W. 57th STREET

CIRCLE 6-8431



# CONSECUTIVE WEEKS!!!



WE'RE  
EVEN  
SELLING  
EP's

# SOLD IN 4 MONTHS!

# The 4 Seasons



AMERICA'S NO. 1 HIT LABEL



• PUBLIC RELATIONS

• BOB PERILLA ASSOCIATES •





# MGM RECORDS PRESENTS A WIDE, WIDE WORLD OF ENTERTAINMENT!!!



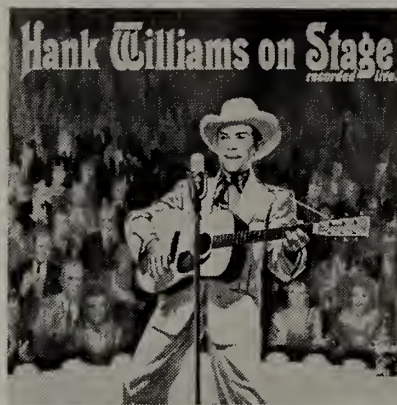
## THE BIG STARS!



CONNIE FRANCIS SINGS MODERN ITALIAN HITS E/SE-4102



COUNTRY MUSIC CONNIE STYLE—  
Connie Francis E/SE-4079



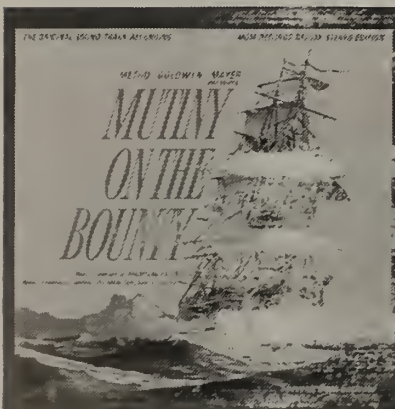
HANK WILLIAMS ON STAGE  
E/SE-3999



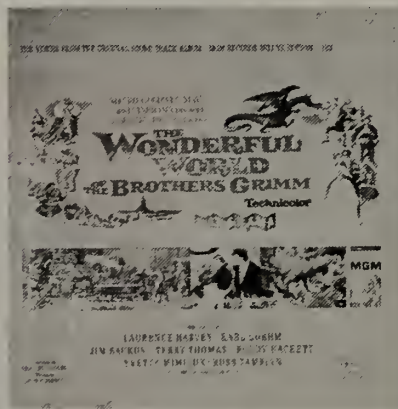
JONI JAMES COUNTRY STYLE  
E/SE-4101



## THE BIG SHOWS!

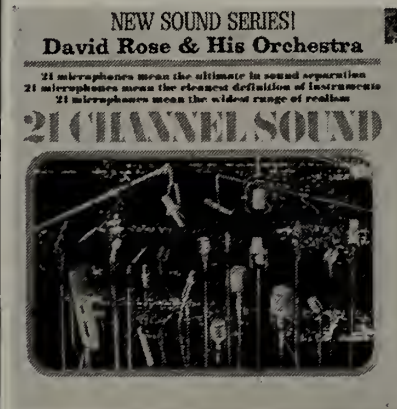


MUTINY ON THE BOUNTY—Sound  
Track 1E4/S1E4 ST

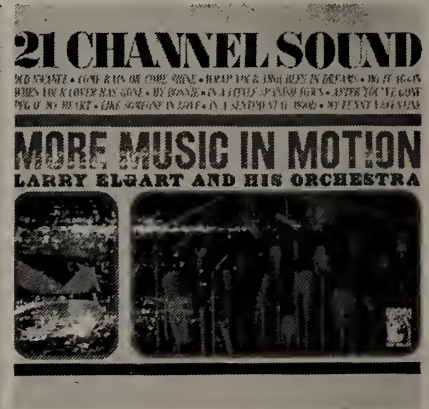


THE WONDERFUL WORLD OF THE  
BROTHERS GRIMM—Sound Track  
1E3/S1E3 ST

## THE BIG SOUNDS!



21 CHANNEL SOUND—David Rose and  
his Orchestra E-4004



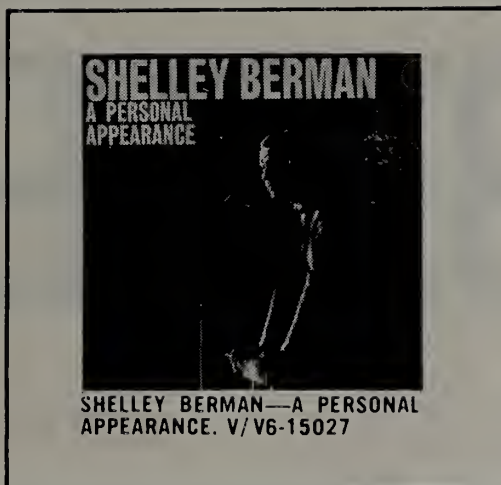
21 CHANNEL SOUND—Larry Elgart and  
his Orchestra E/SE-4080



# THE STARPOWER LABEL

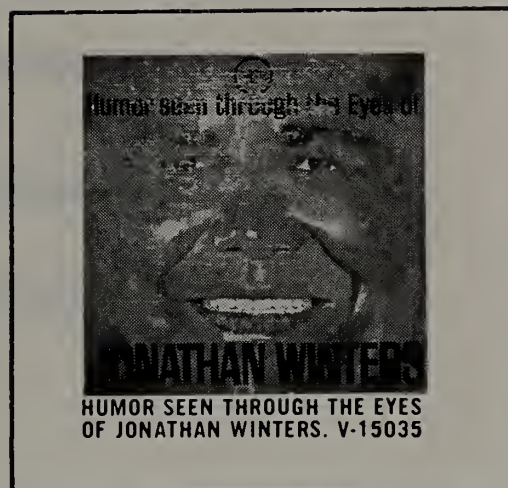


*First  
in the  
World  
of Wit*



**SHELLEY BERMAN**  
A PERSONAL  
APPEARANCE

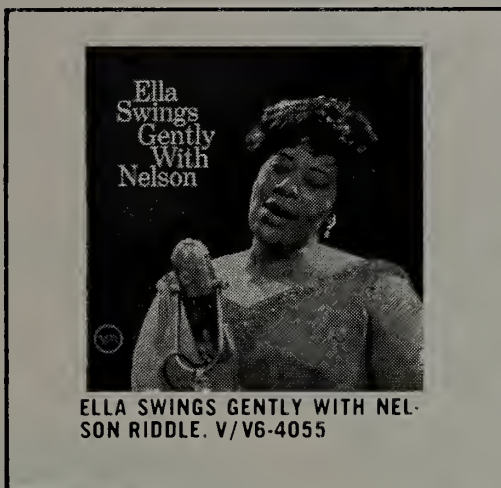
SHELLEY BERMAN—A PERSONAL  
APPEARANCE. V/V6-15027



Humor Seen Through the Eyes of  
**JONATHAN WINTERS**

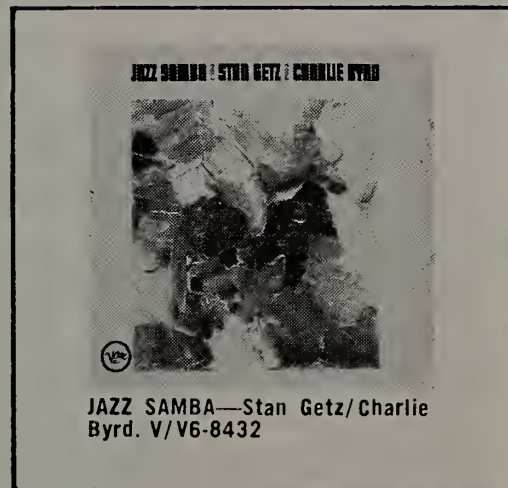
HUMOR SEEN THROUGH THE EYES  
OF JONATHAN WINTERS. V-15035

**THE WIT OF AMERICA IS ON VERVE**



Ella  
Swings  
Gently  
With  
Nelson

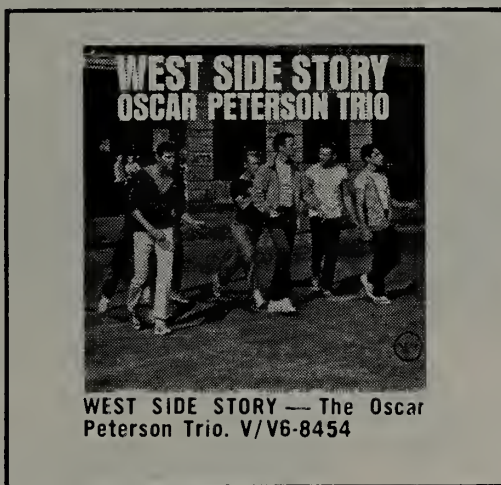
ELLA SWINGS GENTLY WITH NEL-  
SON RIDDLE. V/V6-4055



JAZZ SAMBA—STAN GETZ & CHARLIE BYRD

JAZZ SAMBA—Stan Getz/Charlie  
Byrd. V/V6-8432

*First  
in the  
World  
of Jazz*



**WEST SIDE STORY**  
OSCAR PETERSON TRIO

WEST SIDE STORY — The Oscar  
Peterson Trio. V/V6-8454



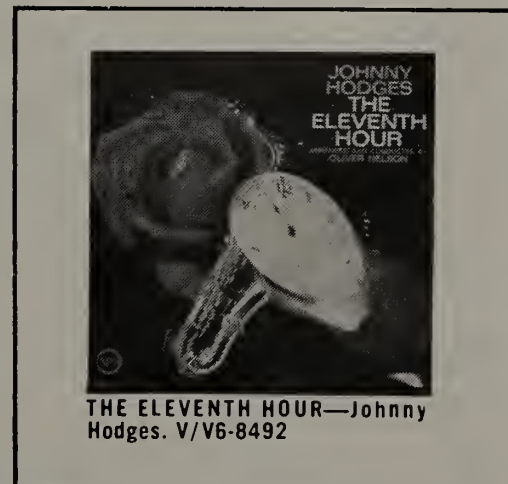
CAL TJADER PLAYS  
THE CONTEMPORARY MUSIC  
OF MEXICO AND BRAZIL

CONTEMPORARY MUSIC OF MEX-  
ICO AND BRAZIL—Cal Tjader.  
V/V6-8470



Bashin'  
**THE UNPREDICTABLE**  
JIMMY SMITH

BASHIN'—Jimmy Smith.  
V/V6-8474



JOHNNY  
HODGES  
**THE**  
ELEVENTH  
HOUR

THE ELEVENTH HOUR—Johnny  
Hodges. V/V6-8492

**THE JAZZ OF AMERICA IS ON VERVE**



# BREND

*miss consistency*

*Thanks for  
another  
wonderful year,  
and my best to  
all in 1963*

*Brenda*





# A LEE

*does it again*

**#1 FEMALE VOCALIST**

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**#1 FEMALE VOCALIST**

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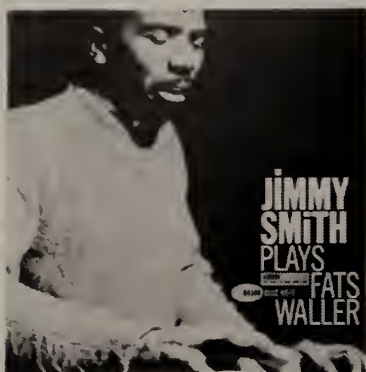
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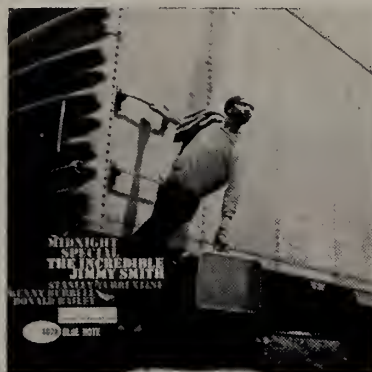
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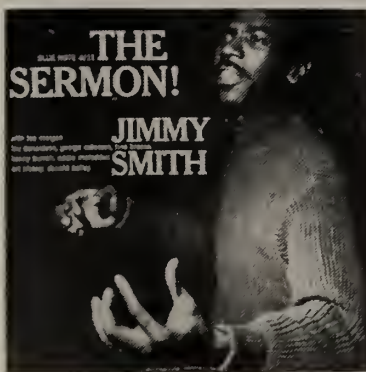
Midnight Special  
BLP 4078



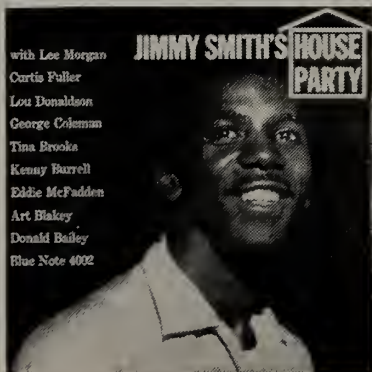
Home Cookin'  
BLP 4050



Crazy! Baby  
BLP 4030



The Sermon  
BLP 4011



Houseparty  
BLP 4002



All Day Long  
BLP 1551



The Champ  
BLP 1514

# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Ames Brothers	Sentimental Me (Rag Mop) You You You	Coral 1950 Victor 1953
Anderson, Leroy	Blue Tango	Decca 1951
Andrews Sisters	Rum And Coca-Cola I Can Dream, Can't I	Decca 1944 Decca 1949
Anka, Paul	Diana Lonely Boy	ABC Par 1957 ABC Par 1960
Austin Gene	Ramona	Victor 1928
Autry, Gene	Silver Haired Daddy Rudolph The Red-Nosed Reindeer	Columbia 1939 Columbia 1950
Avalon, Frankie	Venus	Chancellor 1958
Baker, LaVern	I Cried A Tear	Atlantic 1959
Barber, Chris	Petite Fleur	Laurie 1959
Barron, Blue	Cruising Down The River	MGM 1949
Barton, Eileen	If I Knew You Were Comin' I'd Of Baked A Cake	National 1950 Capitol 1956
Baxter, Les	Poor People Of Paris	
Bennett, Tony	Because Of You Cold Cold Heart Rags To Riches Stranger In Paradise	Columbia 1952 Columbia 1952 Columbia 1953 Columbia 1954
Benton, Brook	It's Just A Matter Of Time	Mercury 1959
Bilk, Mr. Acker	Stranger On The Shore	Atco 1962
Black's Combo, Bill	Smokie White Silver Sands	Hi 1959 Hi 1960
Black, Jeanne	Josephine	Hi 1960
Bonds, Gary U. S.	He'll Have To Stay Quarter To Three	Capitol 1960 Legrand 1962
Booker T & MG's	Green Onions	Stax 1962
Boone, Pat	Ain't That A Shame I'll Be Home Friendly Persuasion Remember You're Mine I Almost Lost My Mind Love Letters In The Sand Don't Forbid Me Why, Baby, Why April Love	Dot 1955 Dot Dot Dot Dot 1956 Dot 1957 Dot 1957 Dot 1957 Dot 1958
Boyd, Jimmy	I Saw Mommy Kissing Santa Claus	Columbia 1952
Brewer, Teresa	Till I Waltz Again With You Ricochet	Coral 1952 Coral 1953
Britt, Elton	There's A Star-Spangled Banner Waving Somewhere	Victor 1942 Columbia 1945
Brown, Les	Sentimental Journey	Victor 1959
Browns	Three Bells	Luniverse 1956
Buchanan & Goodman	Flying Saucer	Warner Bros. 1959
Byrnes, Edd	Kookie Lend Me Your Comb	
Calloway, Cab	Jumpin' Jive	Columbia 1939
Channel, Bruce	Hey Baby	Smash 1962
Cannon, Freddie	Way Down Yonder in New Orleans	Swan 1959
Cavallaro, Carmen	Polonaise (by Chopin)	Decca 1945
Champs	Tequila	Challenge 1958
Charles, Ray	I Can't Stop Loving You	ABC Par 1962
Checker, Chubby	The Twist Let's Twist Again Limbo Rock/Popeye	Parkway 1960 Parkway 1961 Parkway 1962
Chordettes	Mr. Sandman	Cadence 1954
Clooney, Rosemary	Come On-A My House Hey There	Columbia 1951 Columbia 1954
Coasters	Searchin' Yakety Yak Charlie Brown Poison Ivy	Atco 1957 Atco 1958 Atco 1959 Atco 1959
Cole, Cozy	Topsy (Part II)	Love 1958
Cole, Nat "King"	Nature Boy Mona Lisa Too Young Ramblin' Rose	Capitol 1948 Capitol 1949 Capitol 1951 Capitol 1962
Como, Perry	Temptation Hubba Hubba Till The End Of Time Prisoner Of Love When You Were Sweet Sixteen Because Don't Let The Stars Get In Your Eyes Wanted Hot Diggity Papa Loves Mambo Round And Round Catch A Falling Star	Victor 1945 Victor 1945 Victor 1945 Victor 1946 Victor 1947 Victor 1948 Victor 1952 Victor 1954 Victor 1956 Victor 1956 Victor 1957 Victor 1958
Contours	Do You Love Me	Gordy 1962
Cooke, Sam	You Send Me	Keen 1958
Covington, Warren	Tea For Two Cha Cha	Decca 1958
Cramer, Floyd	Last Date	1961
Crew Cuts	Sh-Boom	Mercury 1954
Crickets	That'll Be The Day	Brunswick 1957
Crosby, Bing	Silent Night Sunday, Monday, Or Always I'll Be Home For Christmas Swinging On A Star Too-Ra-Loo-Ra-Loo-Ral	Decca 1942 Decca 1943 Decca 1943 Decca 1944 Decca 1944

(Continued on page 34)

For complete listing of JIMMY SMITH's  
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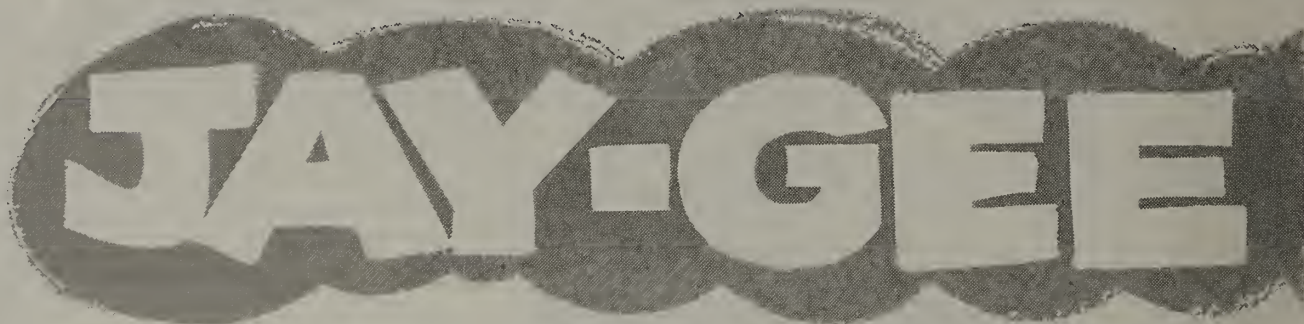
# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

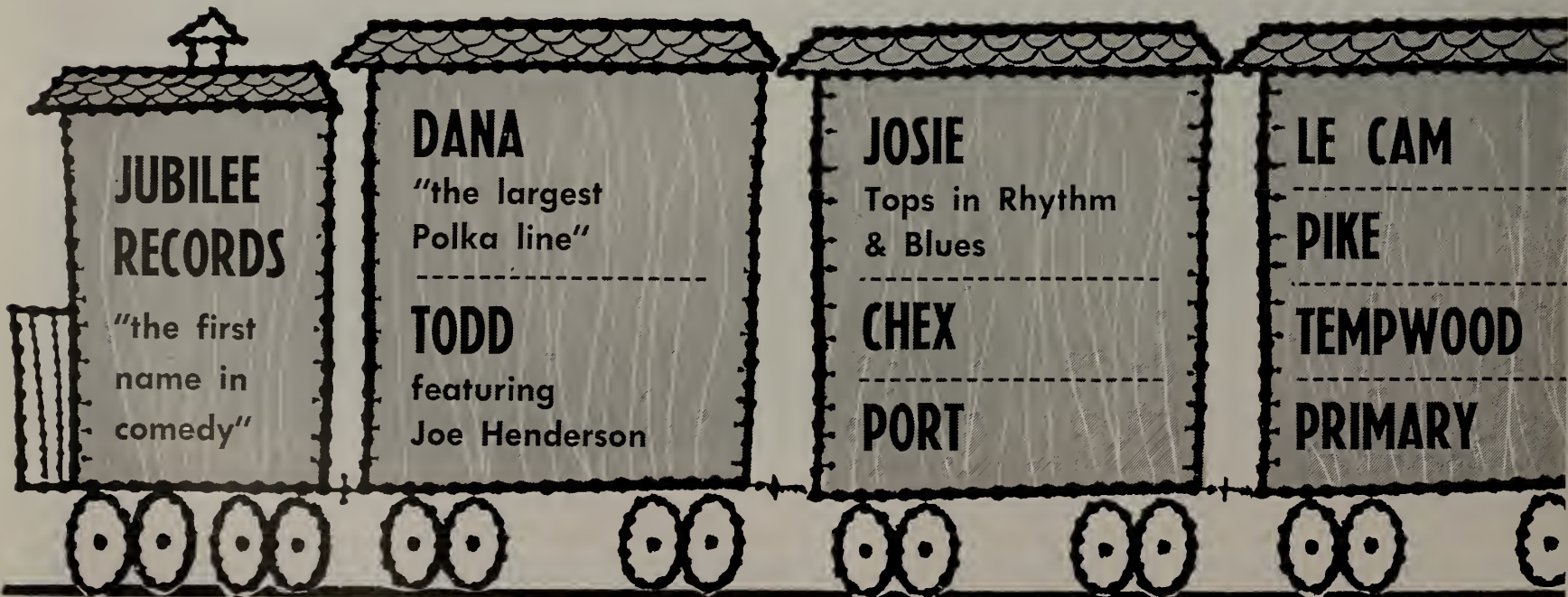
(Continued from page 30)

Crosby, Bing (Cont'd)	I Can't Begin To Tell You Dear Hearts And Gentle People New San Antonio Rose MacNamara's Band Sweet Leilani White Christmas Now Is The Hour Galway Bay	Decca 1945 Decca 1946 Decca 1946 Decca 1946 Decca 1946 Decca 1946 Decca 1948 Decca 1948
with Andrews Sisters	Pistol Packin' Mama Jingle Bells Don't Fence Me In South America, Take It Away	Decca 1943 Decca 1943 Decca 1944 Decca 1946
with Gary Crosby with Grace Kelly with Fred Waring	Play A Simple Melody True Love Whiffenpoof Song	Decca 1950 Capitol 1957 Decca 1950
Dalhart, Vernon Damone, Vic Danny & Juniors	Prisoner's Song You're Breaking My Heart At The Hop	Victor 1924 Mercury 1949 ABC-Par 1958
Darin, Bobby	Splish Splash Dream Lover Mack The Knife	Atco 1958 Atco 1959 Atco 1960
Day, Bobby Day, Doris	Rockin' Robin Secret Love Whatever Will Be, Will Be	Class 1958 Columbia 1954 Columbia 1956
Dean, Jimmy Dee, Joey & Starlites Del-Vikings Denny, Martin Diamonds	Big Bad John The Peppermint Twist Come Go With Me Quiet Village Little Darlin' The Stroll	Columbia 1961 Roulette 1961 Dot 1957 Liberty 1959 Mercury 1957 Mercury 1958
Dinning, Mark Dion Doggett, Bill	Teen Angel Runaround Sue Honky Tonk	MGM 1960 Laurie 1961 King 1956
Domino, Fats	The Fat Man Goin' Home You Said You Loved Me Please Don't Leave Me Going To The River Love Me All By Myself I Can't Go On	Imperial 1948 Imperial 1952 Imperial 1953 Imperial 1953 Imperial 1953 Imperial 1954 Imperial 1955 Imperial 1955

	Ain't That A Shame I'm In Love Again Bo Weevil Blue Monday Blueberry Hill It's You I Love I'm Walkin' I Still Love You Whole Lotta Lovin'	Imperial 1955 Imperial 1956 Imperial 1956 Imperial 1956 Imperial 1956 Imperial 1957 Imperial 1957 Imperial 1957 Imperial 1960
Dorsey, Jimmy	Maria Elena Green Eyes So Rare	Decca 1946 Decca 1946 Fraternity 1957
Dorsey, Tommy	Marie Boogie Woogie There Are Such Things Gambler's Guitar There Goes My Baby True Love, True Love/Dance With Me Save The Last Dance For Me Duke Of Earl	Victor 1937 Victor 1938 Victor 1942 Mercury 1953 Atlantic 1960 Atlantic 1960 Atlantic 1961 Vee Jay 1962
Draper, Rusty Drifters	I Apologize It's All In The Game Little Star The Loco-Motion Bye Bye Love Wake Up Little Susie All I Have To Do Is Dream Bird Dog/Devoted To You Cathy's Clown	MGM 1951 MGM 1958 APT 1958 Dimension 1962 Cadence 1957 Cadence 1957 Cadence 1958 Cadence 1958 Warner Bros. 1960
Duke Of Earl	Alley Cat The Song From Moulin Rouge Theme From A Summer Place Exodus Jalousie	Atco 1962 Columbia 1953 Columbia 1960 Un. Artists 1961 Victor 1938
Eckstine, Billy Edwards, Tommy Elegants Eva, Little Everly Bros.	Anytime I'm Walking Behind You Oh My Pappa I Need You Now	Victor 1951 Victor 1953 Victor 1953 Victor 1954
Fabric, Bent Faith, Percy	Into Each Life Some Rain Must Fall Come Softly To Me Mr. Blue Hearts of Stone Sixteen Tons Tell Me Why Love Is A Many-Splendored Thing Moments To Remember No Not Much	Decca 1944 Dolton 1959 Dolton 1959 Dot Capitol 1955 Decca 1951 Decca 1955 Columbia 1955 Columbia 1956
Ferrante & Teicher Fiedler, Arthur		
Fisher, Eddie		
Fitzgerald, Ella & Ink Spots Fleetwoods		
Fontane Sisters Ford, Tennessee Four Aces		
Four Lads		



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# MILLION-SELLERS

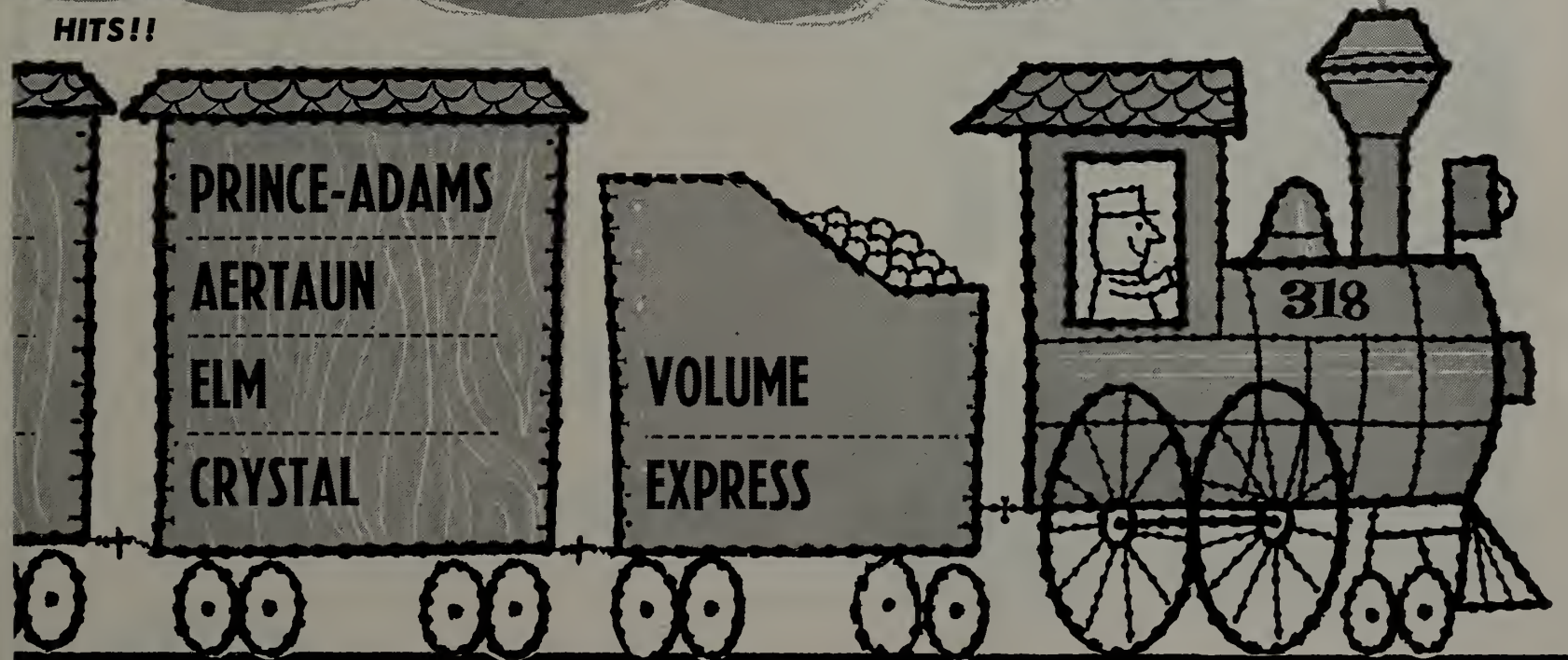
A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Francis, Connie	Who's Sorry Now My Happiness Among My Souvenirs Mama/Teddy Everybody's Somebody's Fool/ Jealous Of You Together Many Tears Ago Where The Boys Are	MGM 1958 MGM 1959 MGM 1959 MGM 1960 MGM 1960 MGM 1961 MGM 1961 MGM 1961
Freberg, Stan Four Seasons	St. George And The Dragonet Sherry Big Girls Don't Cry	Capitol 1953 VeeJay 1962 VeeJay 1962
Gibbs, Georgia	Kiss Of Fire Tweedle Dee Dance With Me Henry Beer Barrel Polka Melancholy Serenade Too Fat Polka Suddenly There's A Valley Wayward Wind	Mercury 1952 Mercury 1955 Mercury 1955 Victor 1938 Capitol 1953 Columbia 1947 Era 1955 Era 1956
Glahe, Will Gleason, Jackie Godfrey, Arthur Grant, Gogi		
Haley, Bill	Shake, Rattle And Roll Rock Around The Clock A Rose And A Baby Ruth The Thing Kansas City Davy Crockett You'll Never Know Little White Lies Deep In The Heart Of Texas My Special Angel	Decca 1955 Decca 1955 ABC-Par 1958 Victor 1950 Fury 1959 Cadence 1955 Decca 1943 Decca 1948 Columbia 1941 Decca 1957
Hamilton IV, George Harris, Phil Harrison, Wilbert Hayes, Bill Haymes, Dick		
Heidt, Horace Helms, Bobby		
Herman, Woody	Laura Woodchooper's Ball Michael P.S. I Love You Paggy Sue Alley-Oop Battle Of New Orleans 12th Street Rag Oh Young Love Itsy Bitsy Teenie Bikini	Columbia 1945 Decca 1947 United Artists 1961 Dot Coral 1958 Lute 1960 Columbia 1959 Capital 1951 Capital 1953 Dot 1957 Kapp 1960
Highwaymen Hilltoppers Holly, Buddy Hollywood Argyles Horton, Johnny Hunt, Pee Wee		
Hunter, Tab Hyland, Brian		
Impalas Ink Spots		
James, Harry		
James, Joni		
James, Sonny Jenkins, Gordon with The Weavers		
Jolson, Al	April Showers b/w Swanee California Here I Come b/w Rockabye Your Baby You Made Me Love You b/w Ma Blushin' Rosie Sonny Boy b/w My Mammy Anniversary Song	Decca 1945 Decca 1946 Decca 1946 Decca 1946 Decca 1946 Decca 1946
Jones, Jimmy	Handy Man Good Timin'	Cub 1960 Cub 1960
Jones, Spike	Cocktails For Two All I Want For Christmas Choo Cho Ch'Boogie Raunchy	Victor 1944 Victor 1948 Decca 1946 Phillips Int 1958
Jordan, Louis Justis, Bill		
Kaempfert, Bert Kalin Twins Kallen, Kitty King, Claude King, Pee Wee Kingston Trio Knight, Evelyn	Wonderland By Night When Little Things Mean A Lot Wolverton Mountain Slow Poke Tom Dooley A Little Bird Told Me	Decca 1961 Decca 1958 Decca 1954 Columbia 1962 Victor 1951 Capitol 1958 Decca 1948
Kyser, Kay	Three Little Fishes Jingle Jangle Jingle Praise The Lord Strip Polka Who Wouldn't Love You Woody Woodpecker	Columbia 1941 Columbia 1942 Columbia 1942 Columbia 1942 Columbia 1942 Columbia 1948
Laine, Frankie	That's My Desire Shine Mule Train Lucky Ol' Sun Jezebel I Believe Moonlight Gambler	Mercury 1947 Mercury 1948 Mercury 1949 Mercury 1949 Columbia 1951 Columbia 1953 Columbia 1957
La Rosa, Julius Lanza, Mario	Eh Cumpari Be My Love Lovliest Night of the Year	Cadence 1953 Victor 1950 Victor 1951

(Continued on next page)

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# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 35)

Lee, Brenda	I'm Sorry/That's All You Gotta Do	Decca 1960
Lee, Peggy	Manana	Capitol 1948
Lewis, Jerry	Rock-A-Bye Your Baby With A Dixie Melody	Decca 1956
Lewis, Jerry Lee	Great Balls Of Fire	Sun 1957
	Whole Lot of Shakin' Going On	Sun 1958
Lombardo, Guy	Third Man Theme	Decca 1944
	Humoresque	Decca 1946
	Easter Parade	Decca 1947
with Andrews Sisters	Christmas Island	Decca 1946
London, Julie	Cry Me A River	Liberty 1955
London, Laurie	He's Got The Whole World	Capitol 1958
Long, Johnny	Shanty Town	Decca 1940
Lowe, Jim	Green Door	Dot 1957
Luke, Robin	Susie Darlin'	Dot 1958
Lund, Art	Mam'selle	MGM 1947
Lynn, Vera	Auf Weidersehn	London 1955
Maddox, Johnny	Crazy Otto	Dot
Mangano, Sylvana	Anna	MGM 1953
Marterie, Ralph	Caravan	Mercury 1952
	Pretend	Mercury 1953
Martin, Dean	That's Amore	Capitol 1953
	Memories Are Made Of This	Capitol 1955
Martin, Freddy	Piano Concerto in B Flat	Victor 1941
	White Christmas	Victor 1942
Martindale, Wink	Deck Of Cards	Dot 1960
Marvelettes	Please Mr. Postman	Tamla 1960
Mathis, Johnny	Chances Are	Columbia 1957
	It's Not For Me To Say	Columbia 1957
McGuire, Sisters	Sincerely	Coral 1955
	Sugartime	Coral 1958
McPhatter, Clyde	A Lover's Question	Atlantic 1958
Miller, Glenn	American Patrol	Victor 1939
	In The Mood	Victor 1939
	Little Brown Jug	Victor 1939
	Sunrise Serenade	Victor 1939
	Pennsylvania 6-5000	Victor 1940
	Tuxedo Junction	Victor 1940
	Chattanooga Choo Choo	Victor 1941
	Kalamazoo	Victor 1942

Miller, Mitch	Yellow Rose Of Texas	Columbia 1955
Mills Brothers	You Always Hurt The One You Love	Decca 1944
	Paper Doll	Decca 1948
	The Glow-Worm	Decca 1952
Mitchell, Guy	My Heart Cries For You	Columbia 1950
	Singing The Blues	Columbia 1957
Modugno, Domenico	Nel Blu Dipinto Di Blu (Volare)	Decca 1958
Monroe, Vaughn	Racing With the Moon	Victor 1941
	There I've Said It Again	Victor 1945
	Ballerina	Victor 1947
	Riders In The Sky	Victor 1949
Mooney, Art	Four Leaf Clover	MGM 1948
Morgan, Russ	Cruising Down The River	Decca 1949
Morse, Ella Mae	Blacksmith Blues	Capitol 1952
McCoy, Clyde	Sugar Blues	Decca 1946
Nelson, Ricky	Teenager's Romance	Verve 1957
	Stood Up	Imperial 1957
	Be Bop Baby	Imperial 1958
	Poor Little Fool/Lonesome Town	Imperial 1958
	Believe What I Say	Imperial 1958
	It's Late/Never Be Anyone Else	
	But You	Imperial 1959
	Travelin' Man/Hello Mary Lou	Imperial 1961
Orbison, Ray	Only The Lonely	Monument 1960
Page, Patti	Tennessee Waltz	Mercury 1950
	Mockingbird Hill	Mercury 1950
	I Went To Your Wedding	Mercury 1952
	Doggie in the Window	Mercury 1952
	Changing Partners	Mercury 1953
	Cross Over the Bridge	Mercury 1954
	Allegheny Moon	Mercury 1956
Patience & Prudence	Tonight You Belong To Me	Liberty 1956
Paul, Les &	How High The Moon	Capitol 1947
Mary Ford	Mockin' Bird Hill	Capitol 1949
	The World Is Waiting For the	
	Sunrise	Capitol 1949
	Vaya Con Dios	Capitol 1953
Phillips, Phil	Sea Of Love	Mercury 1959
Pickett, Bobby	Monster Mash	Garpax 1962
Platters	Only You	Mercury 1955
	The Great Pretender	Mercury 1955
	My Prayer	Mercury 1956
	Twilight Time	Mercury 1958
	Smoke Gets In Your Eyes	Mercury 1959
Playmates	Beep Beep	Roulette 1958
Prado, Perez	Cherry Pink And Apple Blossom	
	White	Victor 1955
	Patricia	Victor 1958
Preston, Johnny	Running Bear	Mercury 1960

(Continued on page 38)

*Thanks To All Who Helped Make '62 My*



**BIGGEST YEAR**

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# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 36)

Presley, Elvis	Heartbreak Hotel	Victor 1956	Shaw, Artie	Begin The Beguine	Victor 1938													
	I Want You, I Need You, I Love You	Victor 1956		Star Dust	Victor 1940													
	Love Me Tender	Victor 1956		Summit Ridge Drive	Victor 1940													
	All Shook Up	Victor 1957		Soldier Boy	Scepter 1962													
	Don't Be Cruel/Hound Dog	Victor 1957		Buttons And Bows	Columbia 1948													
	Too Much	Victor 1957		Get A Job	Ember 1958													
	Teddy Bear/Loving You	Victor 1957		Young At Heart	Capitol 1954													
	Jailhouse Rock	Victor 1957		Rose O'Day	Columbia 1941													
	Wear My Ring Around Your Neck	Victor 1958		Temptation	Capitol 1948													
	Don't	Victor 1958		Make Love To Me	Columbia 1954													
	I Got Stung	Victor 1958		It's In The Book	Capitol													
	Hard Headed Woman	Victor 1958		Wheel Of Fortune	Capitol 1952													
	A Fool Such As I	Victor 1959		Rock And Roll Waltz	RCA Victor 1955													
	Stuck On You	Victor 1959		Pink Shoelaces	Crystalette 1958													
	It's Now Or Never	Victor 1960		Moonglow & Picnic Theme	Decca 1956													
	Are You Lonesome Tonight	Victor 1960		I Hear You Knockin'	Dot													
	Surrender	Victor 1961		To Know Him Is To Love Him	Dore 1958													
	Can't Help Falling In Love	Victor 1961		Todd, Art & Dotty	Chanson D'Amour	Era 1957												
	Little Sister/His Latest Flame	Victor 1961			Tokens	The Lion Sleeps Tonight	Victor 1961											
Good Luck Charm	Victor 1962	Tucker, Orrin	Oh, Johnny		Columbia 1939													
Return To Sender	Victor 1962	Twitty, Conway	It's Only Make Believe		MGM 1958													
Price, Lloyd	Stagger Lee	ABC Par 1959	Lonely Blue Boy		MGM 1960													
	Personality	ABC Par 1959	Valens, Ritchie		Donna	Melody Of Love												
	Cry	Columbia 1951					Vaughn, Billy	Sail Along Silv'ry Moon										
	Silhouettes	Cameo 1958					Vaughan, Sarah	Broken Hearted Melody										
	He'll Have To Go	Victor 1960						Vee, Bobby	Take Good Care Of My Baby									
	Tammy	Coral 1957						Vinton, Bobby	Roses Are Red									
	Lisbon Antigua	Capitol 1955						Wallace, Jerry	Primrose Lane	Stardust								
	Rodgers, Jimmie	Honeycomb									Roulette 1957	Ward, Billy	'Twas The Night Before Christmas					
		Kisses Sweeter Than Wine									Roulette 1958	Waring, Fred	Baby (You Got What It Takes)					
		Secretly									Roulette 1958	Washington, Dinah & Benton, Brook	On Top Of Old Smoky	Let Me Go Lover				
		Oh-Oh I'm Falling In Love Again									Roulette 1958	Weavers, The			Heartaches			
		The Stripper									MGM 1962	Weber, Joan			Calcutta			
		Wild One/Little Bitty Girl									Cameo 1959	Weems, Ted			Whispering			
		Rose, David									Teen Age Crush	Capitol 1957			Welk, Lawrence	Three O'Clock In The Morning		
											Sleepwalk	Can-Am 1959			Whiteman, Paul	Cara Mia		
				My True Love/Leroy							Carlton 1958	Whitfield, David			The Tree In The Meadow			
				What In The World's Come Over You							Top Rank 1960				Whiting, Maggie	Slipping Around		
				Witch Doctor							Liberty 1958				with Jimmy Wakely	Indian Love Call		
				Chipmunk Song							Liberty 1958				Whitman, Slim	Secret Love		
Alvin's Harmonica				Liberty 1959							Williams, Billy				Rose Marie			
Runaway			Bigtop 1961	Williams, Roger	I'm Gonna Sit Right Down													
Mashed Potato Time			Cameo 1962	Williams, Tex	Autumn Leaves													
Rydell, Bobby			Shannon, Del	Sharp, Dee Dee	Willis, Chuck	Smoke, Smoke, Smoke												
					Wilson, Jackie	What Am I Living For												
					Winterhalter, Hugo	Night/Doggin' Around												
					Wooley, Sheb	Canadian Sunset												
	Sands, Tommy				Santo & Johnny	Scott, Jack	Seville, David	Shannon, Del	Sharp, Dee Dee									
										Purple People Eater					Victor 1956			
										Santana, Carlos			Sax, Sonny	Sax, Sonny	Sax, Sonny	Sax, Sonny	Sax, Sonny	
																		Victor 1958

Many Thanks To All Who Helped Make It Possible For Me To Be Voted #2 Best Jazz Group In The Annual CASH BOX Poll

# JIMMY SMITH

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BLUE NOTE — VERVE RECORDS

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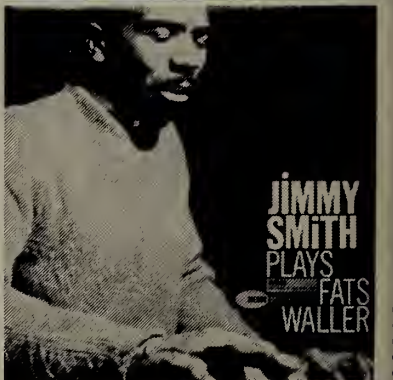
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# MERCURY JAZZ

## ARTISTS TAKE

### DOWN BEAT FIRSTS

With two first-place positions in the year's *Down Beat* Readers' Poll claimed by Mercury recording artists—Buddy DeFranco's number one in the Clarinet category for the 14th time, and Roland Kirk named in the



ROLAND KIRK  
Poll Winner

three-way tie Miscellaneous Instrument award—Mercury steps ahead in its accelerated jazz program.

The *Down Beat* poll further reflects this in its listing of seventeen other jazz meteors on Mercury. A glance at these names is proof that the label's jazz division today enjoys an unparalleled rally of greats on its roster. Gerry Mulligan, represented in the Mercury catalog, won the Baritone Sax award as he has every year since 1953, and three diversified category mentions.

Bob Brookmeyer, Cannonball Adderley and Charlie Mingus nudged the top winners in the Trombone, Alto Sax and Bass divisions with their second spots. Quincy Jones got multiple mention under Arranger/Composer, Big Band: Jazz and Big Band: Dance, while Maynard Ferguson was a Hall of Fame nominee and included in Miscellaneous Instrument and Trumpet mentions. In addition to second placer in Bass, Mingus merited listings under Arranger/Composer and Combo. Terry Gibbs pulled to qualify twice—Vibraharp and Big Band: Jazz, and first time winner, Roland Kirk, also earned Flute recognition.

Other poll favorites included in Mercury's catalog are: Clifford Brown, Hall of Fame; Errol Garner, piano; Zoot Sims, tenor sax; Benny Golson, arranger/composer; Max Roach and Buddy Rich, drums; Bill Harris, trombone and singers; Billy Eckstine, Sarah Vaughan and Dinah Washington.

The votes cast by *Down Beat* readers point out, again, the importance of records and the attendant exposure to a jazz artist. With such across-the-board jazz artist affiliations, Mercury's 1963 plans loom big and according to Kenny Myers, sales manager, "Our current jazz stable, augmented by the artists we expect to sign, gives prophecy to the new year—an all-stops-out jazz schedule at Mercury."

# MERCURY REVIEWS 1962

## SETS PLANS FOR 1963



IRVING GREEN  
President



IRWIN STEINBERG  
Executive VP



KENNETH MYERS  
Vice-president, Sales

CHICAGO—Mercury Records looks back on 1962 as a year of achievement in many areas. From the achievements of the A&R staff, to the "new look" of the classical division, to the parade of hot singles, Mercury considers 1962 a year of which to be proud.

According to Irving Green, Mercury prexy, Mercury is ending the year with a 23 per cent increase in volume over the previous year, a growth attributed to Mercury's concern with constant readjustment to the changing market conditions. In its planning for 1963, Mercury has been carrying out a broad evaluation program of all its merchandising techniques. Under the direction of Irwin Steinberg, executive veep, this has included surveys of the field staff, disk jockey promotions, advertising and public relations in an effort to determine to just what extent expenditures in these areas create a consumer sale. Another part of the program was a review of artists and

number of releases. The Mercury label is also in the process of expanding or strengthening its sales organization, under the supervision of Kenneth S. Myers, director of sales. Purpose of the expansion is to sell more effectively the Mercury catalog to the various types of merchandisers, dealers, rack jobbers and discount houses. Much of Mercury's research will be used by the A&R staff to assist them in their planning. Shelby Singleton, David Carroll, Quincy Jones, Jack Tracy, Hal Mooney, Jerry Kennedy and Jerry Reed are already busy preparing for 1963 in terms of the artists with whom they plan to work, and the areas of music which best relate to these artists and best reflect the consumer demand research. The A&R staff will be the prime conduit for engaging independent producers when they feel this system can best create for a given artist; and when an independent producer may provide outstanding new artist or recording concept.

## MERCURY PHONOGRAPHS

### BOWED IN '62



Mercury entered the phonograph field in 1962 with the introduction of its first two models. Pictured above is the AG 4026 fully transistorized portable. Its sister model is the AG 9115 fully automatic stereo portable. The phonograph line will be expanded in 1963, according to Irving Russell, sales manager.

# SPOTLIGHT ON HUMOR

Comedy albums came into their own in 1962, with a delighted public snatching up the fun-filled albums as fast as they appeared.

Mercury contributed three top-selling humor albums, all of which landed.



RAY STEVENS  
"Ahab The Arab"

Starting off Mercury's humor year was "Mike Nichols and Elaine May Examine Doctors," an album which not only racked up sales but drew comment from all segments of the nation's press and broadcast media.

Ray Stevens, the young man who also answers to "Ahab The Arab," is featured on the album "1,837 Seconds of Humor." The package leads off with an extended version of "Ahab," followed by 10 other selections of satire and characterization.

Humor combined with serious singing put "The Two Sides of The Smothers Brothers" on the charts. The album presents Tom and Dick Smothers in one side of comedy, recorded live at the Crystal Palace in St. Louis, and one side of folk singing that shows off the brothers' serious talents.

Sales of "The Two Sides of The Smothers Brothers" have also brought new action for their first Mercury release, "The Smothers Brothers At The Purple Onion."



THE SMOTHERS BROTHERS  
Comedy plus song



# "NEW LOOK" FOR MERCURY CLASSICAL DIVISION

Mercury's classical division came out with a "new look" in 1962, with a number of exciting innovations and a concentrated buildup of talent.

During a year when many other major labels were cutting back on classical product, Mercury stepped in and gathered up a large share of the market, and at the same time brought into its fold such top names as Janos Starker, Gina Bachauer, Henry Szeryng, and the Romero family.

Industry-wide interest followed Mercury's pioneering recording trip to Russia, during which it became the first Western company ever to record with its own equipment and technicians behind the Iron Curtain.

Wilma Cozart, Mercury VP in charge of the classical division, directed the Moscow recording sessions that yielded the great Byron Janis album "Prokofiev Piano Concerto No. 3 and Rachmaninoff Piano Concerto No. 1," played with the Moscos Philharmonic conducted by Kyril Kondrashin; and the just-released "Balalaika Favorites." Additional albums from the Russian recording sessions will be released in 1963. Five years of research and recording culminated in 1962 with the classical divisions' release of volume one of "The Civil War," an outstanding documentary album telling the story of the great war in words and music.

The year also saw the introduction of the new "Curtain Up" classical album series, featuring albums of favorite categories of music—waltz, march, symphonic dance—with the favorite pieces within each category



WILMA COZART  
Classical VP

gathered together on one album.

Mercury also entered the low-priced classical product market with its new Mercury-Wing classical series, the result of direct demand from dealers, distributors and the consumer.

As its "Christmas gift" to the record-buying public, Mercury brought out its completely new recording of "The Nutcracker," created by Antal Dorati and the London Symphony Orchestra.

Mercury's classical division is continuing its extensive use of F:35D film, and this great advance in recording technique is shown to advantage in its famous Living Presence Sound series. An outstanding example of the use of this technique is in the new "Encore Byron Janis" album.



BYRON JANIS  
Recorded in Russia

# Mercury Ends Year With Two Yule Hits

Mercury's two Christmas season single offerings, "Santa Claus Is Watching You" by Ray Stevens and "Do You Hear What I Hear" by the Harry Simeone Chorale, are bringing to a close a year filled with a variety of big hits by a variety of artists.



LEROY VAN DYKE  
Two Mercury Hits

As an example, Ray Stevens had a sensational disk with "Ahab The Arab" and Brook Benton had a series of hits such as "Lie To Me," "Revenge," "The Lost Penny," "Shadrack," "Walk On The Wild Side," "Hit Record," "Still Waters Run Deep," and his current "Hotel Happiness" now on the charts.

"Don't Go Near The Indians" was Rex Allen's big hit for the label, and LeRoy Van Dyke also had a double entry of hits: "Walk On By" and "If A Woman Answers." And Patti Page hit entry was "Go On Home."

On the album charts, "The Two Sides of The Smothers Brothers" and "Mike Nichols and Elaine May Examine Doctors" were two humor albums that rated good action. Brook Benton rated here, too, with "Sings The Blues"; Dinah Washington had "I Wanna Be Loved," and Billy Eckstine scored with "Don't Worry 'Bout Me."

## QUINCY JONES



A & R man Quincy Jones is an outstanding artist himself—his "Big Band Bossa Nova" album and "Soul Bossa Nova" single have established Quincy as a leader in this new music trend.

# Mercury Plans Folk Music Month For February



JOSH WHITE  
Veteran Folk Singer

Launching Mercury's year-long folk music push will be "Folk Month" planned for February. Included in the label's Feb. 1st release will be a comprehensive folk package featuring artists representing many areas of folk singing. Leading off the package will be Josh White, whose stature in the folk field is unequalled.

New faces, too, will be included: such as the sophisticated folk duo Ira and Inman, and a young trio, the Knob Lick Upper 10,000, who combine folk bluegrass into a unique new sound. The folk package is the result of Mercury's new folk music department, for which the firm retained Frank Fried last Nov. Fried, a long-time producer of live concerts in the folk, popular and jazz fields, is supervising the production of folk records on both Mercury and Philips labels. In addition to producing folk records, Fried is signing artists to expand the rosters of both labels, and is advising in merchandising and promotion of albums and singles.

In further expansion of its folk music, the diskery has retained Milt Okun, noted singer, arranger and conductor, to handle arrangements and A & R duties on six albums a year. Okun was formerly arranger and musical conductor for Harry Belafonte and arranger-conductor for the Chad Mitchell Trio and Peter, Paul and Mary.

Mercury's emphasis will be on quality in terms of both artists and material, rather than on quantity. Particular stress will be put on the development of new artists in this rapidly-expanding music field.

## Mercury Sets Regional Sales Meets

Complete details  
on news pages  
106-107.



**CURRENTLY HOT!  
CURRENTLY BIG!  
CURRENTLY FROM...**



# PHILIPS RECORDS!

Philips Records goes swinging into its second year bigger and better than ever.

**BREAKING FAST AND CLIMBING HIGH!**

## "HEY PAULA"

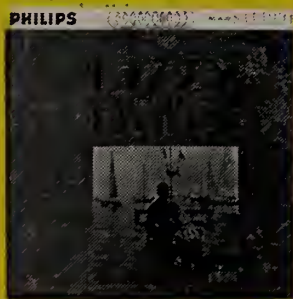
**PAUL and PAULA No. 40084**

Well on its way to the top! Already a national breakout, and getting tremendous deejay play. A sure hit from the word go!

**5 NEW LP'S ... 5 NEW MONEY-MAKERS!**



"TERESA BREWER'S GREATEST HITS" — Teresa Brewer  
PHM 200-062 / PHS 600-062



"DIZZY AT THE FRENCH RIVIERA" — Dizzy Gillespie  
PHM 200-048 / PHS 600-048



"SILVER THREADS AND GOLDEN NEEDLES" — The Springfields  
PHM 200-052 / PHS 600-052

*hitting big...  
...tremendous  
sales reaction*

### SPECIAL ... UNIQUE COMMEMORATIVE SERIES



"MAHLER SYMPHONY No. 4"  
PHM 500-040 (No Stereo)



"SCHUBERT SYMPHONY No. 9"  
PHM 500-041 (No Stereo)

Willem Mengelberg conducting the Concertgebouw Orchestra



**Wait 'n see! In '63 there'll be ...  
MORE GREAT RECORDS AND MORE GREAT TALENT  
COMING YOUR WAY FROM PHILIPS!**

**PHILIPS RECORDS** One World of Music On One Great Label  
35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS



# PHILIPS "One World of Music" Draws Closer

As 1962 draws to a close, Philips Records is finishing its first 11 months of operation with a satisfying net sales volume of over \$1 million.

The first major label to be launched in the United States in many years Philips entered the market February 1, 1962, with a well-rounded collection of albums produced through a cross-licensing agreement with Philips Phonographic Industries of the Netherlands, and has since added a strong stable of American talent such as Teresa Brewer, The Barrier Brothers, Emil Coleman's Orchestra, and organist Doug Duke.

In this first year, Lou Simon, Philips sales manager, feels he has accomplished the label's major goals: dealer acceptance, awareness of the label on the part of the consumer, and the build up of an outstanding talent roster.

In the pop category, Philips' singles included nine which were on the charts or reached status in



LOU SIMON  
Sales Manager



PAUL AND PAULA  
Riding the charts with "Hey! Paula"

December 15, was supported with national magazine advertising, and will award three sports cars to winning record buyers as well as three additional cars to the dealers who sold the Philips albums to the winners.

With the introduction and establishment of the new label now accomplished facts, Philips in 1963 will

Although the step-up will be on American product, Philips will continue to place importance on the foreign aspects of its product. In the foreign field, a new album series is being readied for introduction March 1. To be called "Connoisseur Collection," it will feature authentic productions from around the world—folk music from many lands, and the unusual in song featuring French chanteuses such as Jacqueline Franco. "This series will have one of the most distinctive packages ever seen in the industry," Simon promised.



The Springfields, whose "Silver Threads and Golden Needles" hit the charts on the Philips label, are pictured cutting their new single, "Wah-Wah," in Nashville. From left to right are Mike Springfield, recording director Shelby Singleton, Dusty Springfield, and Tom Springfield.

regional surveys, among them the strong "Silver Threads and Golden Needles" by the Springfields, and two Ruth Brown discs.

The Springfields also brought Philips its first chart LP, with the "Silver Threads and Golden Needles" album. Good reaction has come from Dizzy Gillespie's "Dizzy On The French Riviera" and Michel Legend's "Rendezvous in Paris."

On the classical side, Philips has had a number of outstanding albums acknowledged to be among the best classical product on the market today. And in the jazz field, the talent roster is growing constantly.

In addition to its name talent, Philips has brought out some very promising new names: among them Jan Fields, Randy Lee and Darrell McCall.

Philips has a completely independent marketing setup, with 31 distributors. Promotion is getting heavy emphasis, the last being a consumer contest launched in September.

The consumer contest, which closed

step up its activities on the talent side, building the roster for both LPs and singles artists. Name talent will play an important role, but Philips will also add many potent young artists with teen appeal, such as their new Paul and Paula, whose current disc "Hey Paula" is showing good action.

Plans call for a harder-hitting approach in the singles field through teen sound recordings, and for the addition of considerable product from top independent producers who are already developing talent and product for Philips. "This allows us to produce the very best of leased product in the singles field," said Lou Simon. "We plan for about 50 singles in 1963, most of them with teen sound."

In line with the thinking of many industry leaders, Philips in 1963 will stress selectivity of product, coupled with a new marketing scheme.

Total LP release for '63 will be 50 to 60 albums, including classical, leased product and American product.

to add additional names to its already impressive list.

Already with Philips is Woody Herman with his small group, and his upcoming release for the label will present the great jazzman with a completely new big band, with a sound that differs from any of his previous Herds. Herman earned a



WOODY HERMAN  
New "big band" sound

"Hall of Fame" rating in the current Down Beat Readers' Poll.

Dizzy Gillespie, the greatest jazz pioneer, is one of the all-time favorites, as evidenced by sales of his first Philips LP, "Dizzy on The French Riviera." Also in the Philips jazz group are Georgie Auld, and the European jazz stars "The Double Six of Paris."

## PHILIPS CLASSICAL RELEASES ARE OUTSTANDING

Philips Records' classical catalogue this year has included some of the most outstanding artist and albums to appear in the American market for many a year.

Highpoint of the collection is the Mengleberg reissue featuring the brilliant Willem Mengleberg conducting the Concertgebouw Orchestra on two albums, "Mahler Symphony No. 4" and "Schubert Symphony No. 9." As a result of the success of these two albums, Philips will release additional Mengelberg LPs in 1963.

Sviataslav Richter, one of the finest names today in the classics, and the London Symphony Orchestra; The Vienna Choir Boys; the current Concertgebouw Orchestra directed by Eugen Jochum, and I. Musici are just a few of the outstanding talent currently on the Philips classical label.

Baritone Gerard Souzay contributed a collection of Schubert Lieder, and Arthur Grumiaux's "Unaccompanied Sonatas and Partitas of Bach" was an outstanding two-pocket album.

This album was remarkable not only for its content but for its engineering that permitted putting six works on two discs, rather than the usual three, with no cuts.

I. Musici, acknowledged as one of the finest orchestras in the world, on November 1 were released by Philips on "Christmas Concerts," one of the truly great classical albums produced this year.

In 1963, Philips' classical catalogue will continue to stress the finest in this field, including such names as David Oistrakh, famed violinist.



TERESA BREWER  
Sings her "Greatest Hits"

1963 will also see Philips putting more stress on promotion in the field, "And we'll back this up by continuing to develop a full line of product," Simon concluded.



DIZZY GILLESPIE  
"Dizzy On The French Riviera"

## PHILIPS GATHERS TOP JAZZ NAMES

With a goal of owning one of the top jazz rosters in the recording industry, Philips Records plans in 1963



# SMASH — THE MILLION DOLLAR BABY

Smash Records, subsidiary of Mercury Record Corp., is winding up 1962 with sales figures well in excess of \$1 million net billing—a notable achievement for a label in its first complete year of operation.

Smash was launched by Mercury in April, 1961, to operate as a completely independent company with freedom to select its own material and distribution, and to set its own sales and promotion policies.

The label began as a one-man operation, headed by Charles E. Fach, Jr., vice president. And its success story began almost immediately—the label's second record was a hit: "I'm A Fool To Care" by Joe Barry, brought out in May, 1961.

Three more hits came in 1961: "Peanuts" by Rick and The Keens in June; "Wooden Heart" by Joe Dowell in August, which climbed to the No. 1 spot; and another Joe Dowell favorite, "Bridge of Love" in October.



Charlie Fach  
Smash Topper

Smash also distributes independent other labels and has just concluded a deal with Hallway resulting in the release of two hot singles: "Defrost" by Albert Collins and "My Voice is Changing" by Jack Clement.

Smash material is recorded either by the parent Mercury A&R staff, or by the country's leading independent producers. Among the independents associated with Smash are Major Bill Smith, Huey Meaux, Bill Hall and Jack Clement, Bob Crewe, Paul Vance, Lester Sill and Lee Hazlewood. In the past few years, these men have been responsible for the sale of countless millions of single records.

The growth of the Smash label has meant a growth in personnel, too. Charlie Fach has expanded his organization to include three of the top record men in the country: Doug Moody, handling the Eastern territory; Alan Mink handling the Midwest and Jay Swint covering the West Coast.



Bill Justis  
"Alley Cat-Green Onions"

Smash started 1962 off with a bang with a January release that hit No. 1: Bruce Channel's "Hey Baby." Channel followed this hit with "Number One Man" in April, and then came Dickey Lee and his famous "Patches" which went to the top of the charts in August and September of 1962. Joe Dowell returned with "Little Red Rented Rowboat" in August of this year, and "Bluebirds Over The Mountain" by The Echoes was the October hit.

And Smash's 1962 hit schedule is finishing up with "I Saw Linda Yesterday," another Dickey Lee disc currently rising on the charts.

Smash's history of hits has been accomplished mainly by the label's talent for picking up new and unknown artists—such as Joe Dowell, Dickey Lee and Bruce Channel—and building them into top sellers. The label will continue this policy, but is also adding a new facet to its talent program—the addition of name talent such as Toni Fisher, whose signing the label announced last week.

According to Charlie Fach, "We competed with several other labels for Toni Fisher, but her manager chose Smash because of the company's outstanding success record."

In addition to its string of single hits, Smash has had four LPs on the charts: Joe Dowell's "Wooden Heart"; Bruce Channel's "Hey Baby"; Dickey Lee's "Patches," and the biggest selling album in Smash history, "Alley Cat-Green Onions" by Bill Justis.

Smash has currently expanded its catalogue to include 27 items on Smash and five items from the first Fontana release. For 1963, Smash plans 30 new Smash LPs and 15 LPs on Fontana. Fontana is a special line of foreign recordings.



Joe Dowell  
"Little Red Rented Rowboat"

This fall, Smash pioneered a new step in recording industry sales plans with the introduction of its radio advertising allowance program. Instead of a longer discount with product, Smash spent the money with a distributor radio allowance and with the new plan pushed two albums onto the charts. The label attributes the success of the Bill Justis LP "Alley Cat-Green Onions" entirely to the radio ad campaign. Future sales plans are keyed to the same radio advertising approach.

Smash feels additional credit for its success is due to its selection of pro-



Dickey Lee • "Patches"

motionally minded distributors—distributors whose sales and promotional approaches are tuned to the same frequency as those of the Smash label.

But perhaps the most important ingredient that goes into making Smash a hit-making label is the philosophy behind the whole operation: Smash firmly believes that every record it releases has the potential of being a hit—and refuses to release a record that it feels does not have this potential. Because of this belief, Smash puts a 100 percent sales and promotional effort behind every record and album it releases.

## SMASH STAFF: HEAVY ON EXPERIENCE

Working with Smash topper Charlie Fach are three regional men whose talent and experience have contributed much to the success of the label.

### Doug Moody

Although young in years, Doug Moody, who handles the Eastern territory, has been in the modern pop singles field since its comeback in the early 1950's.

He formerly operated Clock Records with his father, Walter Moody, and had great success with Dave "Baby" Cortez.

Doug was born in England, and now headquarters in New York City. His wife is secretary to Ralph Williams, manager of RCA's custom division. Put Doug, his father and his wife together and the result is an extremely record-minded family!

### Jay Swint

Another "young veteran" is Jay Swint, in charge of the West Coast Smash operation. Jay started as a salesman for Capitol, and managed the Dallas, Minneapolis, Seattle and Los Angeles Capitol branches, and also was Capitol's national promotion manager.

Jay now lives in Los Angeles. His wife, Lois, is a talented concert violinist who plays in string quartets and concert orchestras. Lois doesn't ignore the pop field, however: she also plays for many rock and roll recording dates in Hollywood!

### Alan Mink

The Midwest territory is handled by Alan Mink, a real expert in this geographical area. Alan was at one time promotion manager for Mercury in the Midwest, and gained further experience with Warwick Records in the same territory.

Because of their expert knowledge of the recording industry, Smash gives these men complete freedom of operation within their territories. "Each one runs his own 'record company' in his area," Charlie Fach comments, "And it has really paid off in sales."



Bruce Channel  
"Hey! Baby"

Looking ahead into 1963, Smash expects to increase its net volume by 50 percent by the gradual increase of Smash and Fontana LP catalogues, and the signing of additional name talent. Smash also plans to sign a number of television personalities.

In the new year, Smash plans to expand its activities with independent record producers, and to obtain distribution rights to additional labels. To accomplish this expansion, Smash will increase its own staff during 1963.



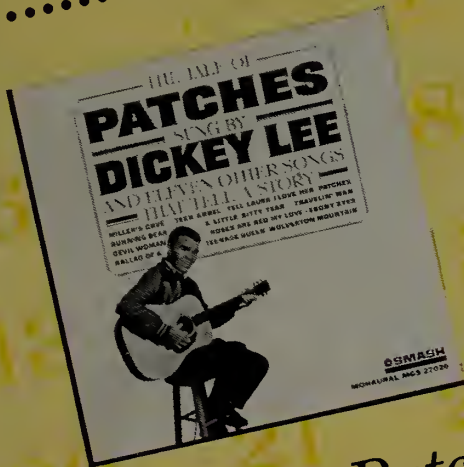
Smash goes into its 2nd year with

# the biggest opening for the biggest show (of sales)

and beginning with January... here's the hit line-up

## DICKEY LEE

"I Saw Linda Yesterday"  
S-1791



"The Tale of Patches"  
MGS 27020/SRS 67020  
his big LP

## BILL JUSTIS



"Alley Cat and  
Green Onions"  
MGS 27021/SRS 67021



"Telstar  
and The  
Lonely  
Bull"  
MGS 27030  
SRS 67030

and in '63



### TONI FISHER!

her first SMASH release

"Laugh or Cry"

c/w "Hold Me"

S-1797

\* and the new Smash-distributed baby...

fontana

—bringing you the  
most saleable  
international releases  
and artists.

In '63 as in '62 — if it's a hit... it's a

# SMASH

RECORDS

Smash Division, Mercury Record Corporation  
35 East Wacker Drive • Chicago 1, Illinois



# THE END OF A CHAPTER BEGINS AGAIN



## LP's

**BROOK BENTON**

"Singing The Blues"  
MG 20740/SR 60740

**QUINCY JONES**

"Big Band Bossa Nova"  
MG 20751/SR 60751

**SMOTHERS BROTHERS**

"The Two Sides of  
The Smothers Brothers"  
MG 20675/SR 60675

**BILLY ECKSTINE**

"Don't Worry 'Bout Me"  
MG 20736/SR 60736

**DINAH WASHINGTON**

"I Wanna Be Loved"  
MG 20729/SR 60729

**CLEBANOFF'S**

"Strings of Fire in Spain"  
PPS 2032/PPS 6032



## SINGLES

**RAY STEVENS**

"Santa Claus Is Watching You"  
72058

**HARRY SIMEONE CHORALE**

"Do You Hear What I Hear"  
72065

**BROOK BENTON**

"Hotel Happiness"  
72055

*America's First Family of Fine Recordings*





# RECORDS OF THE PAST 16 YEARS\*

\*The Top 10 Records of 1947 thru 1962 As Compiled by CASH BOX in its Annual Year-End Survey

1947



1. Peg O' My Heart—The Harmonicats
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948



1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949



1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
6. Cruising Down The River—Russ Morgan Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950



1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I'd've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951



1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952



1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiederseh'n Sweetheart—Vera Lynn

1953



1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teresa Brewer } Tie
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
7. You, You, You—Ames Bros.
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

1954



1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

1955



1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956



1. Don't Be Cruel—Elvis Presley
2. The Great Pretenders—Platters
3. My Prayer—Platters
4. The Wayward Wind—Cogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Daggett

1957



1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958



1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959



1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960



1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

1961



1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirelles
4. Tossin' And Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7. Travelin' Man—Ricky Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer

1962



1. Twist—Chubby Checker
2. Stranger On The Shore—Acker Bilk
3. Peppermint Twist—Joey Dee & Starlites
4. Mashed Potato Time—Dee Dee Sharp
5. Moon River—Henry Mancini—Jerry Butler
6. I Can't Stop Loving You—Ray Charles
7. You'll Lose A Good Thing—Barbara Lynn
8. The Stripper—David Rose
9. The Wanderer—Dion
10. The Lion Sleeps Tonight—Token



# TOP ALBUMS & ALBUM ARTISTS of 1962

## MONAURAL

1. WEST SIDE STORY
2. CAMELOT
3. BLUE HAWAII
4. Joan Baez, Vol. 2
5. Modern Sounds In C&W Music
6. Peter, Paul & Mary
7. Your Twist Party
8. Judy At Carnegie Hall
9. Time Out
10. Doin' The Twist At The Peppermint Lounge
11. Twist
12. Moon River
13. Breakfast At Tiffany
14. Stranger On The Shore
15. The Stripper
16. College Concert
17. A Song For Young Love
18. Music Man
19. Flower Drum Song
20. Pot Luck
21. I Left My Heart In San Francisco
22. Runaround Sue
23. Moon River
24. Best Of The Kingston Trio
25. Hatari
26. Sound Of Music
27. No Strings
28. I Remember Tommy
29. Let There Be Drums
30. Rome Adventure
31. Close Up
32. Portrait Of Johnny
33. Sinatra & Strings
34. Live It Up
35. Bashin'
36. Ray Charles' Greatest Hits
37. Something Special
38. Roses Are Red
39. State Fair
40. Behind The Button-Down Mind
41. George Maharis Sings
42. Your Request Sing-Along
43. It Keeps Right On A-Hurtin'
44. Never On Sunday
45. Midnight In Moscow
46. Great Motion Picture Themes
47. 'S Continental
48. Lovers Who Wander
49. Tonight
50. Do The Twist With Ray Charles
50. Jazz Samba

- SOUNDTRACK—COLUMBIA  
ORIGINAL CAST—COLUMBIA  
ELVIS PRESLEY—VICTOR  
Vanguard  
Ray Charles—ABC-Par  
WB  
Chubby Checker—Parkway  
Judy Garland—Capitol  
Dave Brubeck—Columbia
- Joey Dee—Roulette  
Chubby Checker—Parkway  
Andy Williams—Columbia  
Soundtrack—Victor  
Acker Bilk—Atco  
David Rose—MGM  
Kingston Trio—Capitol  
Lettermen—Capitol  
Soundtrack—WB  
Soundtrack—Decca  
Elvis Presley—Victor  
Tony Bennett—Columbia  
Dion—Laurie  
Lawrence Welk—Dot  
Capitol  
Soundtrack—Victor (747)  
Original Cast—Columbia  
Original Cast—Columbia  
Frank Sinatra—Reprise  
Sandy Nelson—Imperial  
Soundtrack—WB  
Kingston Trio—Capitol  
Johnny Mathis—Columbia  
Capitol  
Johnny Mathis—Columbia  
Jimmy Smith—Verve  
ABC-Par  
Kingston Trio—Capitol  
Bobby Vinton—Epic  
Soundtrack—Dot  
Bob Newhart—WB  
Epic  
Mitch Miller—Columbia  
Johnny Tillotson—Cadence  
Connie Francis—MGM  
Kenny Ball—Kapp  
UA  
Ray Conniff—Columbia  
Dion—Laurie  
Ferrante & Teicher—UA  
Atlantic  
Stan Getz & Charlie Byrd—Verve

## STEREO

1. WEST SIDE STORY
2. BREAKFAST AT TIFFANY'S
3. CAMELOT
4. West Side Story
5. Blue Hawaii
6. Stereo 35/MM
7. The Sound Of Music
8. Modern Sounds in Country & Western Music Vol. I
9. Judy At Carnegie Hall
10. Time Out
11. Peter, Paul & Mary
12. Stranger On The Shore
13. The Stripper
14. Moon River
15. Moon River
16. No Strings
17. Rome Adventure
18. Music Man
19. Flower Drum Song
20. College Concert
21. Hatari
22. Tonight
23. Stereo 35/MM—Vol. II
24. I Left My Heart In San Francisco
25. Best Of The Kingston Trio
26. Milk And Honey
27. Pot Luck
28. Beyond The Reef
29. Sinatra & Strings
30. Great Motion Picture Themes
31. I Remember Tommy
32. King Of Kings
33. Jump Up Calypso
34. Your Request Sing-Along
35. Live It Up
36. Portrait Of Johnny
37. A Song For Young Love
38. Bashin'
39. Maria
40. Time Further Out
41. Close Up
42. So Much In Love
43. 'S Continental
44. Jazz Samba
45. Ebb Tide
46. West Side Story
47. Best Of The Dukes Of Dixieland
48. Young World
49. American Waitzes
50. Walk On The Wild Side

- FILM TRACK—COLUMBIA  
FILM TRACK—RCA VICTOR  
B'WAY CAST—COLUMBIA  
B'way Cast—Columbia  
Elvis Presley—RCA Victor  
Enoch Light—Command  
B'way Cast—Columbia
- Ray Charles—ABC-Par  
Judy Garland—Capitol  
Dave Brubeck—Columbia  
Warner Bros.  
Mr. Acker Bilk—Atco  
David Rose—MGM  
Lawrence Welk—Dot  
Andy Williams—Columbia  
B'way Cast—Capitol  
Film Track—Warner Bros.  
Film Track—Warner Bros.  
Film Track—Decca  
Kingston Trio—Capitol  
Henry Mancini—RCA Victor  
Ferrante & Teicher—UA  
Enoch Light—Command  
Tony Bennett—Columbia  
Capitol  
B'way Cast—RCA Victor  
Elvis Presley—RCA Victor  
Earl Grant—Decca  
Frank Sinatra—Capitol  
Various Artists—UA  
Frank Sinatra—Reprise  
Film Track—MGM  
Harry Belafonte—RCA Victor  
Mitch Miller—Columbia  
Johnny Mathis—Columbia  
Johnny Mathis—Columbia  
Lettermen—Capitol  
Jimmy Smith—Verve  
Roger Williams—Kapp  
Dave Brubeck—Columbia  
Kingston Trio—Capitol  
Ray Conniff—Columbia  
Ray Conniff—Columbia  
Stan Getz & Charlie Byrd—Verve  
Earl Grant—Decca  
Ferrante & Teicher—UA  
Audio Fidelity  
Lawrence Welk—Dot  
Mantovani—London  
Film Track

### BEST MALE VOCALIST (LP's)

1. RAY CHARLES
2. ELVIS PRESLEY
3. CHUBBY CHECKER
4. Frank Sinatra
5. Johnny Mathis
6. Andy Williams
7. Dion
8. Harry Belafonte
9. Tony Bennett
10. Bobby Rydell
11. Johnny Tillotson
12. Roy Orbison
13. Nat Cole
14. Burl Ives
15. Bobby Vee
16. Jimmy Dean
17. Rick Nelson
18. Paul Anka
19. Vic Damone
20. Gary U.S. Bonds
21. Bobby Darin
22. Sammy Davis
23. Walter Brennan
24. Bing Crosby
25. Jim Reeves
26. Jimmy Reed
27. Brook Benton
28. John Zacherley

### BEST FEMALE VOCALIST (LP's)

1. JOAN BAEZ
2. JUDY GARLAND
3. CONNIE FRANCIS
4. Brenda Lee
5. Nancy Wilson  
(with Cannon Ball Adderley)
6. Dinah Washington
7. Ella Fitzgerald
8. Timi Yuro
9. Leslie Uggams
10. Connie Stevens

### BEST INSTRUMENTALISTS & COMBOS (LP's)

1. SANDY NELSON
2. ACKER BILK
3. FERRANTE & TEICHER
4. Kenny Ball
5. Earl Grant
6. Ace Cannon
7. Ventures
8. Martin Denny
9. Roger Williams
10. Peter Nero
11. Bent Fabric
12. Bill Black

### BEST NEWCOMERS (LP's) MALE VOCALIST

1. JOEY DEE
2. GEORGE MAHARIS
3. BOBBY VINTON
4. Vince Edwards
5. Robert Goulet
6. George Chakiris
7. Bobby Pickett
8. Bruce Channel
9. Sergio Franchi

### BEST NEWCOMERS (LP's) VOCAL GROUPS

1. PETER, PAUL & MARY
2. FOUR SEASONS
3. NEW CHRISTY MINSTRELS

### BEST ORCHESTRA (LP's)

1. LAWRENCE WELK
2. RAY CONNIFF
3. DAVID ROSE
4. Billy Vaughn
5. Henry Mancini
6. Mantovani
7. Ray Anthony
8. Bert Kaempfert
9. Bob Moore
10. Nelson Riddle
11. David Carroll
12. Si Zentner
13. Percy Faith

### BEST ORCHESTRAS (STEREO LP's ONLY)

1. ENOCH LIGHT

### BEST VOCAL GROUPS (LP's)

1. KINGSTON TRIO
2. LETTERMEN
3. LIMELITERS
4. Mitch Miller
5. Four Preps
6. Everly Bros.
7. Platters
8. Shirelles
9. Chad Mitchell Trio
10. Tokens
11. Mormon Tabernacle Choir
12. Highwaymen
9. King Of Kings (MGM)
10. Don't Knock The Twist (Roulette)

### BEST B'WAY CAST LP's

1. CAMELOT (COLUMBIA)
2. WEST SIDE STORY (COLUMBIA)
3. SOUND OF MUSIC (COLUMBIA)
4. No Strings (Capitol)
5. Milk & Honey (RCA)
6. Oliver! (RCA)
7. How To Succeed (RCA)
8. Stop The World (London)
9. Music Man (Capitol)
10. Mr. President (Columbia)
11. Carnival (MGM)

### BEST COMEDY ARTISTS (LP's)

1. RUSTY WARREN
2. BOB NEWHART
3. BILL DANA
4. Dave Gardner
5. Allan Sherman
6. Shelley Berman
7. Vaughn Meader
8. Moms Mabley
9. Nichols & May
10. Smothers Bros.

### BEST FILM TRACK LP's

1. WEST SIDE STORY (COLUMBIA)
2. BREAKFAST AT TIFFANY'S (RCA)
3. MUSIC MAN (WB)
4. Flower Drum Song (Decca)
5. Rome Adventure (WB)
6. State Fair (Dot)
7. Hey, Let's Twist (Roulette)
8. Never On Sunday (UA)

THE ABOVE DATA IS THE RESULT OF A TABULATION OF THE WEEKLY CASH BOX MONAURAL & STEREO BEST SELLING ALBUM CHART. NAMES LISTED ABOVE ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON CHARTS AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR TOTALS. SURVEY COVERS 12 MOS. ENDING DEC. 15, 1962.





# THE SOUND HEARD 'ROUND THE WORLD



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FLATJACK SCRIBBLERS  
THE BELIEVED CHORUSES  
THE SOUND OF MUSIC  
THOMAS SCRIBBLERS  
RACHMANINOFF: CON. NO. 2  
CL 1729  
A KOSTELANETZ FESTIVAL  
PAUL WINTER SEXTET  
EYDIE GORME  
ROBERT GOULET  
CHOPIN POLONaises  
COLUMBIA PRESENTS  
LEHNER-LOEWÉ: MY FAIR LADY  
LESLIE UGGAMS  
ARETHA FRANKLIN  
CL 1735  
JOHNNY CASH  
DAVE BRUBECK QUARTET  
PATTI PAGE  
DON COSTA  
LES PAUL & MARY FORD

SKETCHES OF SPAIN  
CAROL LAWRENCE, LARRY KERT, CHITA RIVERA AND ORIGINAL BROADWAY CAST  
EXOTIC STRINGS  
FOLK SONGS OF OUR LAND  
MORMON TABERNACLE CHOIR, PHILADELPHIA, ORMANDY  
MARY MARTIN AND THE ORIGINAL BROADWAY CAST  
CONDUCTS OPERA OVERTURES • COLUMBIA SYMPHONY  
PRELUDES 2, 3 AND 6  
PHILIPPE ENTREMONT, NEW YORK PHILHARMONIC, LEONARD BERNSTEIN, COND.  
BREAKIN' IT UP ON BROADWAY  
ANDRE KOSTELANETZ CONDUCTING THE NEW YORK PHILHARMONIC  
JAZZ MEETS THE BOSSA NOVA  
THE NIGHT THEY STOPPED THE SHOW  
SINCERELY YOURS  
ALEXANDER BRAILOWSKY, PIANIST  
VLADIMIR HOROWITZ • WORKS BY CHOPIN, RACHMANINOFF, SCHUMANN AND LISZT  
COLUMBIA PRESENTS  
REX HARRISON, JULIE ANDREWS AND THE ORIGINAL BROADWAY CAST  
SING ALONG CHORDS  
LESLIE UGGAMS ON TV WITH MITCH MILLER'S SING ALONG CHORDS  
THE TENDER, THE MOVING, THE SWINGING  
JIMMY DEAN  
"BIG BAD JOHN" AND OTHER FABULOUS SONGS AND TALES  
THE SOUND OF JOHNNY CASH  
TIME OUT  
HOLLYWOOD PREMIERE  
BOUQUET OF ROSES

CL 1749  
CL 1750  
ML 5174  
KOL 5430  
ML 5041  
CL 1925  
CL 1968  
CL 1931  
ML 5705  
ML 5771  
OL 3000  
CL 1758  
CL 1876  
CL 1397  
CL 5  
CL 1880  
CL 1821

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ANDRE PREVIN  
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OSCAR BROWN, JR.  
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MARTY ROBBINS  
THE CLANCY BROTHERS  
ANDY WILLIAMS  
EDDIE HODGES  
THE LONIOUS MONK  
STEVE LAWRENCE  
LES ELGART  
SING ALONG WITH MITCH  
BEETHOVEN  
FRANKIE LAINE  
MAHALIA JACKSON  
OLATIUNJI  
PETE SEEGER  
CUCO SANCHEZ  
BACH  
ML 5836  
TRIO LOS PANCHOS  
BEETHOVEN  
NEW CHRISTY MINSTRELS  
JOHNNY MATHIS  
DION  
THE BROTHERS FOUR  
ANITA BRYANT

A TOUCH OF ELEGANCE  
"S CONTINENTAL  
I HAVE DREAMED  
IN A NEW MOOD  
AT CARNEGIE HALL  
PORTRAIT OF MARTY  
AND TOMMY MAKEM • HEARTY AND HELLISH  
"MOON RIVER" AND OTHER GREAT MOVIE THEMES  
MONK'S DREAM  
THE WINNERS!  
IT'S DE-LOVELY  
"EMPEROR" CONCERTO • RUDOLF SERKIN/N.Y. PHILHARMONIC/LEONARD BERNSTEIN  
HELL BENT FOR LEATHER  
EVERYTIME I FEEL THE SPIRIT  
FLAMING DRUMS!  
THE BITTER AND THE SWEET  
DE MANO EN MANO  
THE GOLDBERG VARIATIONS • GLENN GOULD, PIANIST  
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MORE LATIN AMERICAN HITS  
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CL 1849  
CL 1776  
CL 1873  
CL 1855  
CL 1771  
CL 1809  
CL 5771  
CL 1965  
CL 1953  
CL 1838  
CL 1160  
ML 5769  
CL 1813  
CL 1843  
CL 1866  
CL 1160  
EX 5055  
ML 5060  
EX 5061  
ML 5043  
CL 1872  
CL 1815  
CL 1870  
CL 1828  
CL 1881

BEETHOVEN: THE EARLY QUARTETS (Opus 18, Nos. 1-6) — THE BUDAPEST QUARTET

BEETHOVEN: THE EARLY QUARTETS (Opus 18, Nos. 1-6) — THE BUDAPEST QUARTET

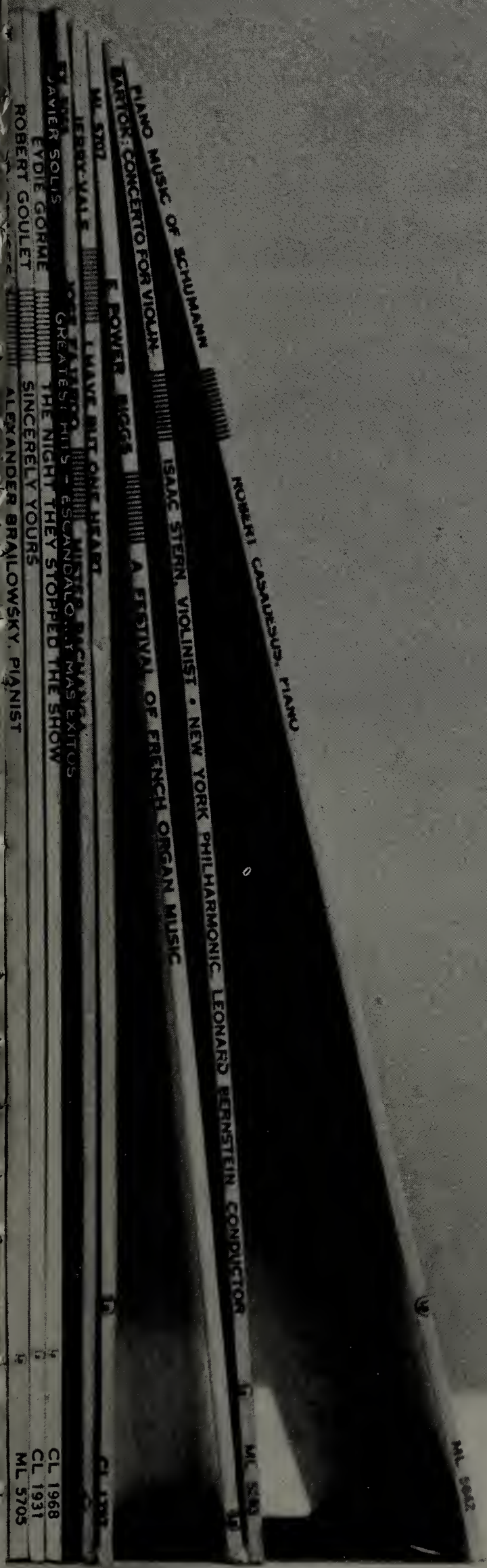
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# THE COLUMBIA RECORDS SUCCESS STORY

began shortly after the company came into being. Columbia Records rapidly took its position as pacesetter of the recording industry. It assumed this dominant role by developing the largest catalogue in the world—a catalogue which includes popular, classical, jazz, country and western and religious music, in addition to original Broadway cast and sound track recordings. It acquired the greatest roster of internationally renowned artists ever gathered under one banner. It pioneered the “Lp” which not only revolutionized the entire record industry, but the habits of the record-buying public as well. For these and many other reasons, Columbia Records has maintained its leadership through the years. 1962 has realized the most successful chapter in the history of the company, but the story holds the promise of an even greater future.

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 LOUIS LANE • GEORGE  
 CHARLES ROSEN • THE CLEVELAND  
 SZELL/THE CLEVELAND  
 ORCHESTRA

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# MONTH-BY-MONTH 1962's TOP TEN

A special feature designed to aid disk jockeys interested in flash back ("A year ago at this time") programming. Compilation for these results comes from weekly Cash Box Top Ten Best Seller Lists during given month.

## JANUARY

1. The Twist—Chubby Checker
2. The Lion Sleeps Tonight—Tokens
3. Peppermint Twist—Joey Dee
4. Can't Help Falling In Love—Elvis Presley
5. I Know—Barbara George
6. Run To Him—Bobby Vee
7. Walk On By—Leroy Van Dyke
8. Norman—Sue Thompson
9. Wanderer—Dion
10. When The Boy In Your Arms—  
Connie Francis

## FEBRUARY

1. Duke Of Earl—Gene Chandler
2. The Twist—Chubby Checker
3. Peppermint Twist—Joey Dee
4. The Wanderer—Dion
5. Norman—Sue Thompson
6. I Know—Barbara George
7. Break It To Me Gently—Brenda Lee
8. Hey Baby—Bruce Channel
9. Can't Help Falling In Love—Elvis Presley
10. Dear Lady Twist—Gary U.S. Bonds

## MARCH

1. Hey Baby—Bruce Channel
2. Midnight In Moscow—Kenny Ball
3. Don't Break The Heart That Loves You—  
Connie Francis
4. Let Me In—Sensations
5. Duke Of Earl—Gene Chandler
6. What's Your Name—Don & Juan
7. Slow Twistin'—Chubby Checker
8. The Twist—Chubby Checker
9. Break It To Me Gently—Brenda Lee
10. Twistin' The Night Away—Sam Cooke

## APRIL

1. Good Luck Charm—Elvis Presley
2. Johnny Angel—Shelley Fabares
3. Mashed Potato Time—Deedee Sharp
4. Slow Twistin'—Chubby Checker
5. Soldier Boy—Shirelles
6. Love Letters—Ketty Lester
7. Lover Please—Clyde McPhatter
8. Stranger On The Shore—Acker Bilk
9. Hey Baby—Bruce Channel
10. Don't Break The Heart That Loves You—  
Connie Francis

## MAY

1. Soldier Boy—Shirelles
2. Stranger On The Shore—Acker Bilk
3. Mashed Potato Time—Deedee Sharp
4. Johnny Angel—Shelley Fabares
5. She Cried—Jay & The Americans
6. Good Luck Charm—Elvis Presley
7. Everybody Loves Me But You—  
Brenda Lee
8. Lovers Who Wander—Dion
9. I Can't Stop Loving You—Ray Charles
10. P.T. 109—Jimmy Dean

## JUNE

1. I Can't Stop Loving You—Ray Charles
2. Stranger On The Shore—Acker Bilk
3. Palisades Park—Freddy Cannon
4. It Keeps Right On A-Hurtin'—  
Johnny Tillotson
5. The Stripper—David Rose
6. The One Who Really Loves You—  
Mary Wells
7. Soldier Boy—Shirelles
8. Roses Are Red—Bobby Vinton
9. Second Hand Love—Connie Francis
10. Snap Your Fingers—Joe Henderson

## JULY

1. Roses Are Red—Bobby Vinton
2. Wah Watusi—Orlons
3. I Can't Stop Loving You—Ray Charles
4. The Stripper—David Rose
5. Sealed With A Kiss—Brian Hyland
6. Wolverton Mountain—Claude King
7. Palisades Park—Freddy Cannon
8. Ahab The Arab—Ray Stevens
9. Speedy Gonzales—Pat Boone
10. It Keeps Right On A-Hurtin'—  
Johnny Tillotson

## AUGUST

1. Breaking Up Is Hard To Do—Neil Sedaka
2. Roses Are Red—Bobby Vinton
3. Loco Motion—Little Eva
4. Ahab The Arab—Ray Stevens
5. Twist & Shout—Isley Bros.
6. Wah Watusi—Orlons
7. Sealed With A Kiss—Brian Hyland
8. You'll Lose A Good Thing—Barbara Lynn
9. Sheila—Tommy Roe
10. Speedy Gonzales—Pat Boone

## SEPTEMBER

1. Sherry—4 Seasons
2. Sheila—Tommy Roe
3. Ramblin' Rose—Nat "King" Cole
4. Loco Motion—Little Eva
5. She's Not You—Elvis Presley
6. Party Lights—Claudine Clark
7. Patches—Dick Lee
8. You Belong To Me—Duprees
9. You Don't Know Me—Ray Charles
10. Let's Dance—Chris Montez

## OCTOBER

1. Monster Mash—Bobby Pickett
2. Sherry—4 Seasons
3. Do You Love Me—Contours
4. Patches—Dick Lee
5. Ramblin' Rose—Nat "King" Cole
6. Green Onions—Booker T & MG's
7. Alley Cat—Bent Fabric
8. Let's Dance—Chris Montez
9. Only Love Can Break A Heart—  
Gene Pitney
10. He's A Rebel—Crystals

## NOVEMBER

1. Big Girls Don't Cry—4 Seasons
2. He's A Rebel—Crystals
3. All Alone Am I—Brenda Lee
4. Return To Sender—Elvis Presley
5. Only Love Can Break A Heart—  
Gene Pitney
6. Monster Mash—Bobby Pickett
7. Limbo Rock—Chubby Checker
8. Do You Love Me—Contours
9. Don't Hang Up—Orlons
10. Bobby's Girl—Marcie Blaine

## DECEMBER

1. Return To Sender—Elvis Presley
2. Limbo Rock—Chubby Checker
3. Bobby's Girl—Marcie Blaine
4. Big Girls Don't Cry—Four Seasons
5. Telstar—Tornadoes
6. Lonely Bull—Tijuana Brass
7. Don't Hang Up—Orlons
8. All Alone Am I—Brenda Lee
9. Release Me—Little Esther Philips
10. Go Away Little Girl—Steve Lawrence



A Merry  
Christmas  
and Solid  
New Year

# BILL BLACK COMBO

current  
HIT single  
"JOEY'S  
SONG"  
Hi 2059

current  
HIT  
album  
"THE UNTOUCHABLE  
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# TOP R&B RECORDS & ARTISTS OF 1962

A TABULATION OF RHYTHM & BLUES RECORDS & R&B ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THEIR FIELD ACCORDING TO THE WEEKLY CASH BOX TOP 50 R&B CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING DEC. 15, 1962.

## TOP R&B RECORDS OF 1962

1. I KNOW YOU DON'T LOVE ME NO MORE—BARBARA GEORGE (AFO)
2. I CAN'T STOP LOVING YOU—RAY CHARLES (ABC-Paramount)
3. THE ONE WHO REALLY LOVES YOU—MARY WELLS (Motown)
4. Do You Love Me—Contours (Gordy)
5. The Twist—Chubby Checker (Parkway)
6. Mashed Potato Time—Dee Dee Sharp (Cameo)
7. Soul Twist—King Curtis (Enjoy)
8. Soldier Boy—Shirelles (Scepter)
9. Twistin' The Night Away—Sam Cooke (RCA Victor)
10. Loco-Motion—Little Eva (Dimension)
11. Letter Full Of Tears—Gladys Knight (Fury)
12. Please Mr. Postman—Marvelettes (Tamla)
13. Any Day Now—Chuck Jackson (Wand)
14. Something's Got A Hold On Me—Etta James (Argo)
15. Snap Your Fingers—Joe Henderson (Todd)
16. Baby It's You—Shirelles (Scepter)
17. Poor Fool—Ike & Tina Turner (Sue)
18. Duke Of Earl—Gene Chandler (Vee Jay)
19. Ramblin' Rose—Nat Cole (Capitol)
20. Slow Twistin'—Chubby Checker (Parkway)
21. Don't Play That Song—Ben E. King (Atco)
22. Annie Get Your Yo Yo—Little Junior Parker (Duke)
23. Turn On Your Love Light—Bobby Bland (Duke)
24. Limbo Rock—Chubby Checker (Parkway)
25. Peppermint Twist—Joey Dee (Roulette)
26. Sherry—Four Seasons (Vee Jay)
27. Rinky Dink—Dave "Baby" Cortez
28. Playboy—Marvelettes (Motown)
29. He's A Rebel—Crystals (Philles)
30. Party Lights—Claudine Clark (Chancellor)
31. Call It Stormy Monday—Bobby Bland (Duke)
32. Popeye (The Hitchhiker)—Chubby Checker (Parkway)
33. Just Got To Know—Jimmy McCracklin (Art-Tune)
34. You'll Lose A Good Thing—Barbara Lynn (Jamie)
35. Let Me In—Sensations (Argo)
36. Having A Party—Sam Cooke (RCA Victor)
37. I Need Your Lovin'—Don Gardner & DeeDee Ford (Fire)
38. Bring It On Home To Me—Sam Cooke (RCA Victor)
39. Dear Lady Twist—Gary Bonds (LeGrand)
40. Lover Please—Clyde McPhatter (Mercury)
41. Lost Someone—James Brown (King)
42. Walk On The Wild Side—Jimmy Smith (Verve)
43. Unchain My Heart—Ray Charles (ABC)
44. You Beat Me To The Punch—Mary Wells (Motown)
45. If You Gotta Make A Fool Of Somebody—James Ray (Caprice)
46. I'm Blue—Ikettes (Atco)
47. You Don't Know Me—Ray Charles (ABC)
48. Beechwood 4-5789—Marvelettes (Tamla)
49. Gypsy Woman—Impressions (ABC)
50. Lie To Me—Brook Benton (Mercury)

## BEST MALE VOCALIST (R&B)

1. RAY CHARLES
2. CHUBBY CHECKER
3. SAM COOKE
4. Bobby Bland
5. Brook Benton
6. Gary "U.S." Bonds
7. Chuck Jackson
8. Jerry Butler
9. Junior Parker
10. Joey Dee
11. Fats Domino
12. Nat "King" Cole
13. Ben E. King
14. Clyde McPhatter
15. Gene McDaniels
16. James Brown
17. Gene Chandler
18. Dion
19. Jackie Wilson
20. Lee Dorsey
21. Jimmy McCracklin
22. Jimmy Reed
23. Bobby Darin
24. Johnny Mathis
25. Bo Diddley
26. Freddy Cannon
27. B. B. King
28. John Lee Hooker
29. Huey Smith
30. Ernie K-Doe
31. Elvis Presley
32. Solomon Burke
33. Nolan Strong
34. Clarence Henry
35. Troy Shondell
36. Eddie Bo
37. Hank Ballard
38. Dee Clark
39. Ted Taylor
40. Charles Brown

## BEST FEMALE VOCALIST (R&B)

1. ETTA JAMES
2. MARY WELLS
3. DINAH WASHINGTON
4. Gladys Knight
5. Aretha Franklin
6. Little Esther Phillips
7. Carla Thomas
8. Timi Yuro
9. Baby Washington
10. Ruth Brown
11. Lavern Baker

## BEST VOCAL GROUPS (R&B)

1. SHIRELLES
2. IKE & TINA TURNER
3. MIRACLES
4. Pips
5. Dovells
6. Sensations
7. Impressions
8. Drifters
9. Chantels

## BEST NEWCOMERS (MALE VOC. R&B)

1. JOE HENDERSON
2. JAMES RAY
3. ARTHUR ALEXANDER
4. Ernie Maresca
5. Nathaniel Mayer
6. Jimmy Norman
7. Bruce Channel
8. Eddie Holland
9. Jimmy Soul
10. Marvin Gaye
11. Billy Stewart
12. Chris Montez
13. William Bell
14. Gene Thomas
15. Johnny Morissette
16. Johnny Taylor
17. Tommy Hunt
18. Art Neville
19. Albert King
20. Benny Spellman

## BEST NEWCOMERS (FEMALE VOC. R&B)

1. DEE DEE SHARP
2. BARBARA GEORGE
3. LITTLE EVA
4. Barbara Lynn
5. Claudine Clark
6. Ketty Lester
7. Betty Levett
8. Dionne Warwick
9. Berna Dean
10. Christine Kittrell

## BEST NEWCOMERS (VOCAL GROUPS R&B)

1. MARVELETTES
2. CRYSTALS
3. FOUR SEASONS
4. Don Gardner & Dee Dee Ford
5. Contours
6. Orlons
7. Corsairs
8. Ikettes
9. Volumes
10. Duprees
11. Sims Twins
12. Blue Bells
13. Don & Juan

## BEST INSTRUMENTALISTS COMBOS AND BANDS (R&B)

1. KING CURTIS
2. DAVE "BABY" CORTEZ
3. JIMMY SMITH
4. Getz & Byrd
5. David Rose
6. Ace Cannon
7. Jimmy McGriff
8. Earl Grant
9. Sandy Nelson
10. Kenny Ball
11. Les Cooper
12. Bill Black's Combo
13. Bobby Gregg
14. Champs
15. Al Casey
16. Big Sam
17. Marlowe Morris
18. Dave Brubeck
19. Mar-Keys

### SEASON'S GREETINGS

from

### WONDERFUL ONE-DERFUL (!) RECORDS

&

GEORGE LEANER

McKINLEY MITCHELL WAILS!  
"NEVER GONNA BREAK  
MY HEART"

b/w

"DARLING THAT'S WHAT  
YOU SAID"  
ONE-DERFUL (!) #4812

DOROTHY PRINCE

"I LOST A LOVE"

b/w

"WHY NOT TONIGHT"  
M-PAC #7207

THE SENSATIONAL

5 DUTONES

"COME BACK BABY"

b/w

"DRY YOUR EYES"

ONE-DERFUL (!) #4814

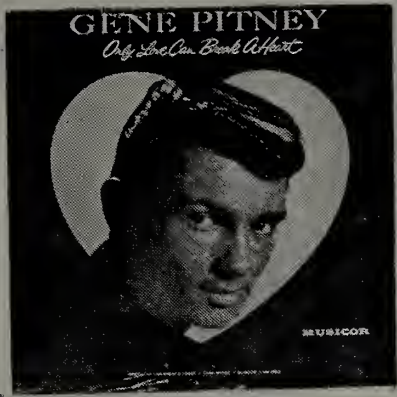
### ONE-DERFUL (!) RECORDS

2642 SO. MICHIGAN AVE.,

CHICAGO 16, ILLINOIS

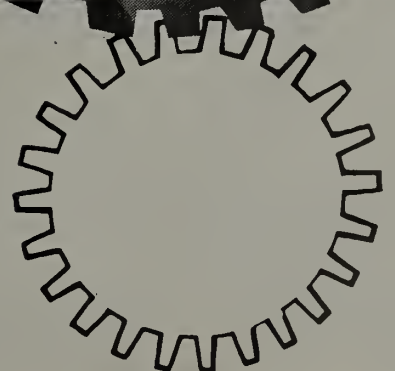
ALL PHONES: 225-0583





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**GENE  
PITNEY**





# 1962 — Record Industry Year In Review

## JANUARY

Mercury's new F: 35d Sound Series debuts in initial '62 LP's. . . . Victor has first Million-Selling Classic in pianist Van Cliburn's LP bow. . . . N.Y. Film Critics pick "West Side Story." . . . Capitol Divides corp. structure into disks and electronics. Livingston, Bonright head separate groups. . . . Am-Par changes name to ABC-Paramount. . . . Capitol & Richard Rodgers are partners in "No Strings." . . . Bernie Lawrence named Canadian-American's General Mgr. . . . Stan Applebaum appointed Eastern Director of A&R for Warner Bros. . . . W.B.'s new 'sound' line bows with 14 LP's. . . . Decca offers 7 new portable phonos. . . . Aldon Music receives 12 Top 10 Awards at BMI dinner—setting, an all-time high. . . . Chancellor in rev deal with England's Pye label. . . . Dave Kapralik promoted to the post of East Coast Director of Pop A&R for Columbia. . . . Monroe Glasberg's exec responsibilities increased at WB. . . . Irwin Garr named VP in charge of West Coast Operations for ABC. . . . London sales up 25% in 9 months period. . . . Columbia ups Walter Dean to VP of Business Affairs. . . . Harry Apostoleris buys out Johnny Halonka in Alpha distrib. . . . Laurie and affiliates report 50% net sales increases for '61. . . . RCA's Bob Nossett, mgr. of the Chi distrib, dies. . . . Victor notes that its stereo sales were up 25 to 30% over the previous year for Xmas. . . . Richard Arnheim, Albany dealer, dies. . . . Caprice topper Jerry Granahan announces the sale of stock to Neil Galligan Hutch Davie, who recently exited their posts at Can-Am. . . . Joe Lubin forms Denny label on coast. . . . Mercury completes Philips ties with the initial singles-LP product due Feb. 1. . . . Cash Box' George Albert and wife Edna have baby gal Nadeen. . . . Joe Csida takes over all singles activities at Capitol in new product line set-up. . . . Atlantic inks Mel Torme. . . . The twist gives Roulette its top year-end gross. . . . MGM inks Connie Francis to a new 5-year pact and 3 picture deal. . . . Phil Kahl sells his interests in Roulette Records and the Patricia, Kahl and Planetary pubberies to Morris Levy. . . . Time drops price on mono albums. . . . Columbia and England's Philips renew their association. CBS label to bow in United Kingdom in May. . . . Neil Galligan and Hutch Davie form Congress label and sign Linda Scott. . . . Lenny Scheer to MGM as Singles Sales Mgr. . . . Audio Fidelity ups gross 30% in '61. . . . Gary Crosby signs with Gregmark. . . . Elvis Presley gets 29th gold deck, "Can't Help Falling In Love," from Victor. . . . Jimmy Dean signs new long-term pact with Columbia. . . . Command's '61 sales 20% over '60. . . . Dick Kesner, former Welk violinist, dies. . . . Victor's jazz drive adds Sonny Rollins, Paul Desmond and Joe Morello. . . . Trombonist Claude Jones dies. . . . Phil Kahl joins Joe Kolsky at Diamond and will operate 2 new pubberies, Tobi-Ann and Richard Irwin.

## FEBRUARY

Ernie Maresca signs a long-term pact with Seville. . . . Jerry Thomas appointed to top post in International Sales at Liberty. . . . Marvin Browdy named Eastern Regional Sales Mgr. at United Artists. . . . Wally Shuster appointed to helm Roulette's Planetary, Patricia and Frost Pubberies. . . . Columbia pacts Nikki Price. . . . Joe Medlin joins UA for national R&B-area promotion. . . . Warner Bros. names Marvin Deane as N. Y.-N. J. sales promo and exploitation mgr. and Ronnie Singer to a similar post in Philly. . . . Mercury appoints George Balos as Merchandising Mgr. and Charlie Byrnes as public relations director. . . . UA had biggest monthly gross in Jan. . . . David Kleer named Product Mgr. of classical LP's at Columbia. . . . Command reports highest sales per LP in '61. . . . Don Costa

signs an exclusive long-term pact with Columbia. . . . Henry Onarati, prexy, Louis Del Gurcio, VP and Eddie Heller, A&R director, exit their posts at 20th-Fox. . . . UA forms Ascot label—to be headed by VP Chet Woods. . . . The "My Fair Lady" pic sale to Warner Bros. finalized. . . . Liberty inks Molly Bee. . . . Perry Mayer, National Merchandising Mgr. for Capitol also assumes the post of National Advertising Mgr. . . . MGM set to renew pact with Italy's CGD. . . . Atlantic forms TwistTime label. . . . Cameo/Parkway bows new \$3.98 sound series. . . . Reprise set plans to enter all music fields. . . . Louis Bernstein, longtime prexy of Shapiro-Bernstein, dies. . . . The Art Farmer-Benny Golsen Jazztet pacted to Mercury. . . . Joe Rene joins Columbia A&R staff. . . . NBC renews "Sing Along"—Mitch Miller TV'er for 2 more years. . . . John W. Griffin, former RIAA Exec Sec. dies. . . . Brown Meggs, Director of Public Relations at Capitol, named Executive Ass't. to Joe Csida. Press Relations Mgr. Fred Martin to succeed Meggs. . . . Imperial buys the Aladdin diskery and pubbery. . . . Herb Linsky named UA's National Promotion Director. . . . Howard "Chic" Silvers appointed to the post of National Promotion Mgr. for Mercury. . . . Lawrence Ellis Freeman, cleffer, dies. . . . Gene Catherman joins VeeJav set-up as Northeastern Sales Director.

## MARCH

Diners' Club buys Everest Records. . . . Mercury enters electronics field with the introduction of a portable stereo phono and a fully transistorized portable. . . . Cash Box debuts Radio Active Chart. . . . Joe Mathews exits post as National Promotion and Publicity Mgr. & Ass't. To The VP in charge of East Coast Operations at Capitol. . . . Smash Records at singles and LP sales peak. . . . Warner Bros. inks Johnny Nash, Cathy Carroll and Cornell Gunter. . . . Bernie Katz, N. Y. dealer, dies. . . . Jean Geiringer, BMI exec, dies. . . . Snuff Garrett named to helm the A&R dept. at Liberty. . . . Ray Charles forms Tangerine label and inks new pact with ABC-Paramount. . . . Decca releases 15 LP's tracing Bing Crosby's musical flick career. . . . Douglas Duer, of Columbia Disk Club, dies in jet crash. . . . Chancellor to enter the Country field. . . . Sol Rabinowitz promoted to the post of National Promotion Mgr. at Epic. . . . RCA reports record sales in '61, earnings rise over '60. . . . Danny Driscoll gets top Promotion post at Cameo/Parkway. . . . Vito Samela named Capitol's Singles Records Sales and Promotion Mgr. . . . Columbia signs Vladimir Horowitz to a long-term pact. . . . RCA Italiana officially opens its new Rome studios. . . . Decca reports second highest annual earnings in '61. . . . Bill Haley & Comets join Roulette. . . . LeRoy Holmes bows out as Everest's Musical Director. . . . Phil Spector named to A&R post at Liberty. . . . Beltone boosts profits 25%. . . . Benny Goodman set to tour Soviet Union. . . . Robert Summers appointed National Sales Mgr. at Warner Bros. . . . Juggy Gayles to head National Sales and Merchandising at Joy. . . . Kelly Camarata gets Disney pubbery post. . . . Rick Willard gets Jay-Gee promo post. . . . Embee inks new pact with Bigtop. . . . Herb Rosen switched from Mercury Sales Corp. to the label's artist relations dept. Carl Deane takes over Rosen's post. . . . The Echoes join the Smash label. . . . Harmon Records formed with Freddy Edwards and Eddie Newmark at the helm. . . . Duane Eddy signs with RCA Victor. . . . Vic Chirumbolo upped to post of National Sales Mgr. for Verve. . . . Nat Cole's KC label bows. . . . Berry Gordy changes tag of Miracle label to Gordy. . . . Nat Tannen, head of the Tannen pubbery, dies.

## APRIL

Warner Brothers gets film track of "Music Man." . . . TV Committee rejects ASCAP's rate offer. . . . MGM handles Deutsche Grammophon classical product. . . . Liberty reports record sales and earnings for the fiscal year of '61. . . . Capitol gets "A Funny Thing Happened To Me On The Way To The Forum" original-caster. . . . Sig Eisgrau named head of the Nevins-Kirshner pubberies. . . . Sam Fox Music acquires the rights to "A Tour Of The White House With Mrs. John F. Kennedy" TV'er. . . . Guy Mitchell exits Columbia after a long-stay. . . . Eddie Miller named to head the country department of Boyd Records. . . . The Firehouse Five Plus Two, the jazz group composed of Walt Disney studio artists, add, via a new pact, three more years to its 13-year association with Good Time Jazz Records. . . . Johnnie Adams joins the Nashville-based Morgan-Shelley Music as a field rep and contact man for A&R men. . . . Herb Kole, manager of King Records Distributors of Chicago since 1956, leaves the firm to join the Chicago Drug Company's disk division as a buyer. . . . Eddie Mascari, formerly in charge of music publishing activities and the licensing department for Mercury Records, named to United Artists A&R post. . . . Joe Mathews, who recently left Capitol Records after a 13 year stint with the label, becomes associated with Tommy Valando's pubberies. . . . Leroy Friedman named manager of Columbia Records' New York recording studios. . . . Cora Lee Sawyer and "Big" Ed DiNallo team up to open a new one-stop in Rochester, Empire One-Stop Corp. . . . Columbia opens distrib branches in Dallas, Hartford and Rochester. . . . Deborah Ishlon leaves her post as creative service veep at Columbia. . . . NARM holds 4th annual convention in Miami Beach. . . . Epic signs George Maharis to a 5-year recording pact. . . . Columbia Masterworks sales up 50% in 1st qtr. of '62. . . . May Electronics Corp. forms Arrawak label. . . . Sam Snetiker leaves his business manager post at Frank Music. . . . Seven Arts goes into receivership. . . . Decca reports top 1st qtr. earnings. . . . "West Side Story" wins 10 Oscars and "Moon River" is chosen best song. . . . John Bradford promoted to the newly-created post of advertising and sales promotion art director at Columbia. . . . Decca inks the Tarriers. . . . Sue buys Barbara George contract. . . . UA reports substantial 1st qtr. increase. . . . Westinghouse buys WINS-New York for \$10 million. . . . Wink Martindale joins Dot as national director of promotion and assistant A&R director. . . . Bill Neiman, former news bureau editor at Capitol Records, named manager of merchandising and advertising at Liberty. . . . Aurora Distributors, big Detroit-based distributor, ceases operation. . . . Decca and RCA merge. . . . Avnet Electronics acquires Liberty Records. . . . RCA reports top first qtr. earnings. . . . Mike Lipton named director of manufacturers relations at Cosnat. . . . NRAM swells associate rank with 10 additions. . . . Kris Jensen, previously heard on Kapp Records, now recording for Hickory. . . . UA reactivates jazz line. . . . MGM inks Victor Borge. . . . Albert Mannison, veep of Briar International Records, dies. . . . Neil J. Cantor elected exec veep of the American Music Guild.

## MAY

Stanley West named coordinator of European operations at CBS Records. . . . Barney Ales upped to veep of Motown Records. . . . Stanley Adams re-elected ASCAP prexy. . . . Max Callison appointed to the new post of national rack sales manager at Capitol Records and George Gerken named national album sales manager at the label. . . . The Friars Four sign an exclusive recording pact with Decca. . . . Michel Vermette given the green

light as manager of promotion and merchandising services at Columbia Records International. . . . Mort Garson forms indie producing firm. . . . Twelve pubberies sue Mad Magazine over parody lyrics. . . . MGM distributes Charlie Parker singles. . . . Sidney E. Schaffer named eastern district sales manager of Warner Brothers Records. . . . Capitol inks Dave Guard and the Whiskeyhill Singers and the Catch Club. . . . Glenn E. Wallich elected prexy of the RIAA. . . . Decca's 1st qtr. earnings up. . . . London and Hi Records ink new 5-year pact. . . . Epic reports top sales month. . . . SORD drops suit against record clubs. . . . Harold Drayson exits his national sales manager post at Caedmon Records. . . . John Palmer named controller of Bill Grauer Productions. . . . Pickwick International opens Atlanta branch. . . . Peter Reilly appointed manager of east coast information services at Columbia Records. . . . Lenny Meisel upped to national promo topper of Roulette Records. . . . Bobby Rydell set to star in "Bye Bye Birdie" flick. . . . Liberty's Ed Silvers marries. . . . Jay Swint named western regional manager at Smash. . . . Boyd Records opens Oklahoma City office. . . . Bob Bogle forms his own indie label called Camelot Records. . . . "How To Succeed" receives Tony award. . . . Mercury extends pact with Clebanoff 'til '65. . . . Dick Bruce named national rack sales manager at Mercury Records. . . . "How To Succeed" is Pulitzer Prize musical. . . . Warner Brothers tags Arnold Thies to coast sales post. . . . MOA picks Connie Francis and Jimmy Dean as top singers. . . . Chancellor bows r&b division; Jimmy Bowen heads country A&R. . . . Decca inks Vincent "Ben Casey" Edwards. . . . Ray Charles' "I Can't Stop Loving You" is the biggest record in ABC-Par's history. . . . Perri Records inks Bob Crewe to an exclusive A&R post. . . . George Lorenz' "Hound Dog Show" begins syndication. . . . Mercury signs Barbara Harris. . . . Capitol inks Cy Coleman to an exclusive long-term recording contract. . . . George Paxton and Marvin Cane end partnership in Coed Records and Winneton Music. . . . Bob O'Brien named national sales director at Caedmon Records. . . . Lillian Kaye, wife of Jesse Kaye, MGM veep, dies. . . . Philips signs Dizzy Gillespie. . . . Chancellor topper Bob Marcucci marries. . . . Adam Wade inks with Epic. . . . Clyde Otis leaves Liberty for indie A&R. . . . Big 3 forms BMI affiliate called Hastings Music. . . . Bernard Brandon joins classical division at Mercury. . . . Jack Wagner named to the new position of national radio services manager at CRDC. . . . Coral pacts 88'er Stanley Paul to an exclusive recording contract. . . . Paxton buys BMI college song catalog. . . . Decca's Joseph Bissell dies. . . . Buck Ram's Ensign label inks distrib deal with Mercury. . . . Henry Friedman, veep of Midwest Distributors, dies. . . . Monarch appoints Harry Goldstein head of public relations.

## JUNE

Irv Stimler joins Liberty Records as eastern sales manager. . . . Carl Davis joins Columbia as Chicago A&R producer. . . . David Mook named A&R director of Bigtop Records. . . . 20th Fox gets "Cleopatra" LP. . . . "Blue Hawaii" marks Presley's 30th gold disk from Victor. . . . Ethel Merman cuts for Reprise. . . . Richard Rodgers gets Emmy for "Valiant Years" TV score. . . . Beta distributes Philips in New York. . . . Atlantic inks Betty Carter. . . . Sid Paster exits his national sales manager post at Tops Records and returns to Strand as general manager. . . . Plaza Records inks Mae West. . . . Philips inks Polly Bergen. . . . Okeh signs Ted Taylor. . . . Steve Lawrence and Eydie Gorme have a second boy. . . . Jerry Raker exits United Artists. . . . Mercury cuts in Russia with own

(Continued on page 58)



# DUANE EDDY

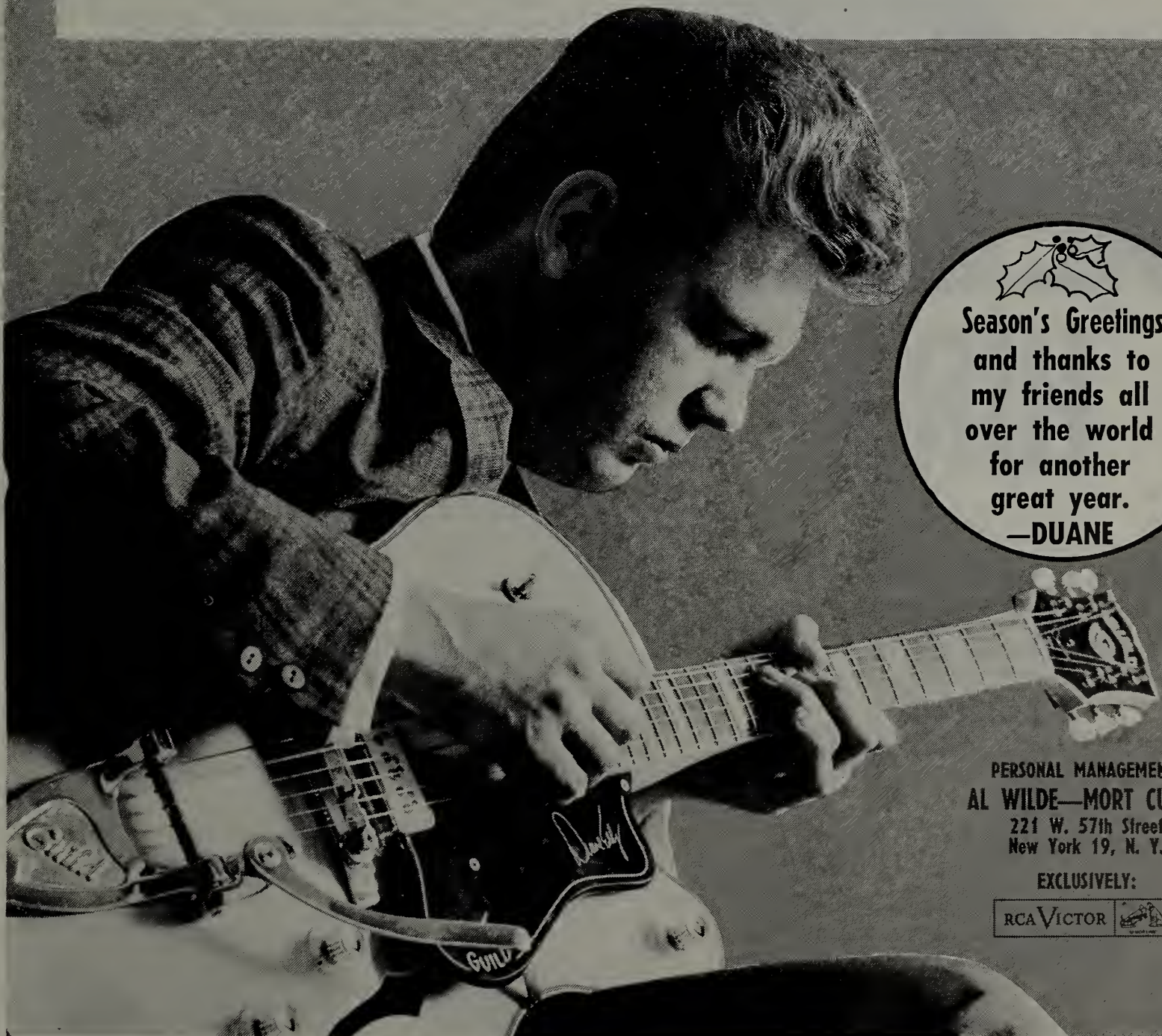
JUST RELEASED FOR '63:

A Big Single

**"BOSS GUITAR"** b/w **"THE DESERT RAT"** RCA Victor #47-8087

A Big Album

**"DANCE WITH THE GUITAR MAN"** RCA Victor # LPM/LSP 2648



Season's Greetings  
and thanks to  
my friends all  
over the world  
for another  
great year.

—DUANE

PERSONAL MANAGEMENT:  
AL WILDE—MORT CURTIS  
221 W. 57th Street  
New York 19, N. Y.

EXCLUSIVELY:

RCA VICTOR



# 1962 — Year In Review

(Continued from page 56)

engineers and equipment. . . . Edgewood Corp. buys Apollo Records. . . . Philips pacts Meade Lewis. . . . U. S. Court of Appeals holds artists can sue for style imitations. . . . Harry Chipetz named general manager of Cameo-Parkway. . . . Jesse Crawford, the organist, dies. . . . Charles Goldberg gets sales manager post with Affiliated Record Distributors in Newark. . . . Marion Evans assumes exec position with GLC Productions. Victor re-inks the Tokens. . . . Shirelles receive gold disk for "Soldier Boy." . . . Victor pacts Michael Allen. . . . Leonard Oshen named general sales manager of Magellan Sounds. Lou Seltzer appointed west coast promo manager for Everest Records. . . . Nevins-Kirshner form their own label called Dimension Records. . . . King purchases all of Bethlehem stock. . . . Capitol pacts King Curtis. . . . Jubilee's Steve Blaine a dad. . . . Gene Bruck joins ASCAP as co-ordinator of concert and symphonic repertory. . . . Philips inks Timmie Rogers. . . . Columbia gets "Mr. President" original cast rights. . . . Decca and Universal declare dividends. . . . Chancellor signs Judy Canova. . . . Greta Keller cuts for ABC-Paramount. . . . Alan Lorber exits staff of Nevins-Kirshner. . . . BMI names Cherniavsky to foreign rights post. . . . Dave Picker elected veep of United Artists Records. . . . Lee Mendell heads western sales at Liberty. . . . Eugene Goossens, conductor, dies. . . . Big Town of California distributes UA product. . . . Bob Bogle forms a BMI pubbery called Longbow Music. . . . Seeco inks Chita Rivera. . . . ABC-Paramount pacts Michele Lee. . . . Eddie Moschetti reactivates Century label. . . . Sonny Stitt inks with Atlantic. . . . Pat Kelleher appointed manager of artist radio and TV promotion at RCA Victor. . . . David Axelrod tops A&R at Plaza and Pride. . . . Reprise inks LP deal with Esquivel. . . . Jerry Raker named general manager of Colpix Records. . . . Disk Bootlegging Bill ok'd by House. . . . Harry Finfer sells interest in Jamie/Guyden and Universal to Harry Lipsius. . . . Marvin Cane named veep and general manager of Gower and Colpix pubberies. . . . Steve De Pass signs with Decca. . . . Warner Brothers signs Gloria Grey. United Artists pacts Mike Clifford. . . . Ed Apfel joins MGM Records staff. . . . Tom Wilson assumes A&R post at Audio Fidelity. . . . London names Dick Kline to southern promo post. . . . Joy reactivates Select subsid. . . . Mercury signs Gina Bachauer. . . . RCA Victor reactivates Groove label.

## JULY

Goldner named Roulette Veep; label acquires Gone and End. . . . Mike Stewart joins United Artists as veep of pubberies. . . . Atlantic goes country with inking of West. . . . Columbia inks pianist Gary Graffman. . . . Distributors prepare to take over Armada; New manufacturers association is in works. . . . "Butterfly" is first opera waxed at new RCA studios in Rome. . . . Columbia acquires rights to "Mr. President." . . . Roulette racks up biggest sales volume at N.Y. distrib meet. . . . Les Baxter goes to Reprise as artist and producer. . . . Sugar Ray Robinson launches career as chanter. . . . Sid Frey raps end of compulsory licensing; calls for Indie association. . . . Mercury names Bonetti Western sales head. . . . Mercury signs Janos Starker. . . . Ira Howards have second son—they named him Kevin. . . . Lieberson denies FTC charges of monopoly against Columbia disk club. . . . The New Armada announces its structure and goals. . . . John J. Lorenz gets finance veep post at Columbia. . . . Indie labels fail to form their own association—consider RIAA membership. . . . Federal Trade Practices conference set for ARMADA convention. . . . Original cast LP of the off-Broadway version of "Anything Goes" cut by Epic. . . . Mike Hoffman, Cadet distrib in Detroit dies. . . . Warner Brothers signs

Paul Hampton. . . . Gil-Pincus pubbery of England is renamed Ambassador Music Ltd. . . . Bobby Darin signs with Capitol. . . . Irv Perlman heads drive to start One-Stop organization. . . . Sinatra sues Capitol over album discount plan. . . . Larry Finley elected president of Precision Radiation Instruments. . . . The Ames Brothers sign with Epic. . . . MCA ends talent agency setup to conform with SAG ruling. . . . Companion label formed by Nevins-Kirshner. . . . Johnny Burnette joins Chancellor. A dozen music industry groups endorse Chicago Fair of Music and Sound. . . . Fantasy reactivates Galaxy label. . . . Emanuel Celler introduces new anti-jukebox exemption bill in Congress. . . . Randy Wood signs new 7-year contract with Dot. . . . Mitch Miller gets 10 gold LP's at Columbia meet. . . . Decca shows increased strength in country markets. . . . Capitol signs Jimmy Haskell. . . . Jerry Lieberman named merchandising director of Kapp. . . . Connie Francis pens first book for Prentice-Hall. Choreo signs Elmer Bernstein. . . . Composer Maceo Pinkard dies. . . . RCA hits new earning peak. . . . MCA charged with anti-trust violation—closes talent agency doors. . . . Mathis and Mancini set record at Seattle Fair.

## AUGUST

Cash Box' 20th Anniversary World Wide Directory is the largest to date. . . . A South Carolina radio station, WDKD-Kingtree, is suspended by the FCC for obscenity. . . . Luther Dixon dismissed as the Scepter label's A&R director. . . . Command Records inks Roberta Peters and Alfred Drake to exclusive disk pacts. . . . Darryl F. Zanuck elected new president of 20th Century Fox Film Corp., succeeding Spyros P. Skouras, who resigned shortly before (Skouras takes over as chairman of the board, replacing Samuel I. Rosenthal). . . . Four in Nassau County bootlegging case get \$100 and \$250 fines. . . . New singles push at Columbia leads to staff realignment, with additional responsibilities going to Bob Thompson, national promotion manager; Tom Catalano promoted to the new post of singles merchandising manager; David Rosner succeeding Catalano as singles product manager. . . . Gerry Granahan gets full control of Caprice Records from Neil Galligan and Hutch Davie. . . . Songs from "Stop the World . . ." the hit English show, gets extensive disk coverage in the U.S. . . . Cameo/Parkway listed on American Stock Exchange. . . . Monument label announces its departure from the London Group beginning Oct. 1. . . . Retailer can be sued over bootleg disks, N.Y. Federal Court rules. . . . Syd Nathan of King Records resigns as director of Beltone Records, which was handled by King. . . . London realigns sales dept. to meet increased business of London Group. . . . Victor cuts original-cast versions of "Oliver!" on coast, four months before its debut on Broadway (it also marked the first time a musical bound for Broadway had been cut on the coast). . . . Bass violinist Israel Crosby dies at the age of 43.

## SEPTEMBER

Cameo/Parkway introduces new rack program designed to make 'everyone happy.' Label reports record sales and earnings for 6 months. . . . NARA conclave in St. Louis reports heavy turnout. . . . Atlantic & Atco's for Summer and Fall tops for both labels. . . . Victor lowers prices of Soria series. . . . UA's Ascot label sets r&b, spiritual push. . . . Liberty officially opens Chicago branch. . . . Norm Rubin joins Roulette as National Promotion head. . . . Mercury offers new "Curtin Up" LP series in part of its largest release in 5 years. . . . LeRoy Holmes appointed Musical Director of United Artists. . . . Paul Ackerman named ARMADA Executive Secretary. . . . Columbia signs Patti Page. . . . Philips signs Teresa Brewer and Tony Williams. . . . Joe Csida resigns his post as VP in (Continued on page 60)

Greetings  
And  
Thanks To All  
For A  
Great Year...



# AL HIRT

Album Best Sellers

"TRUMPET AND STRINGS"  
LPM/LSP 2584

"AT THE MARDI GRAS"  
LPM/LSP 2497

"AL, (HE'S THE KING) HIRT"  
LPM/LSP 2354

"HORN-A-PLENTY"  
LPM/LSP 2446

"GREATEST HORN IN THE WORLD"  
LPM/LSP 2366

 **RCA VICTOR** 

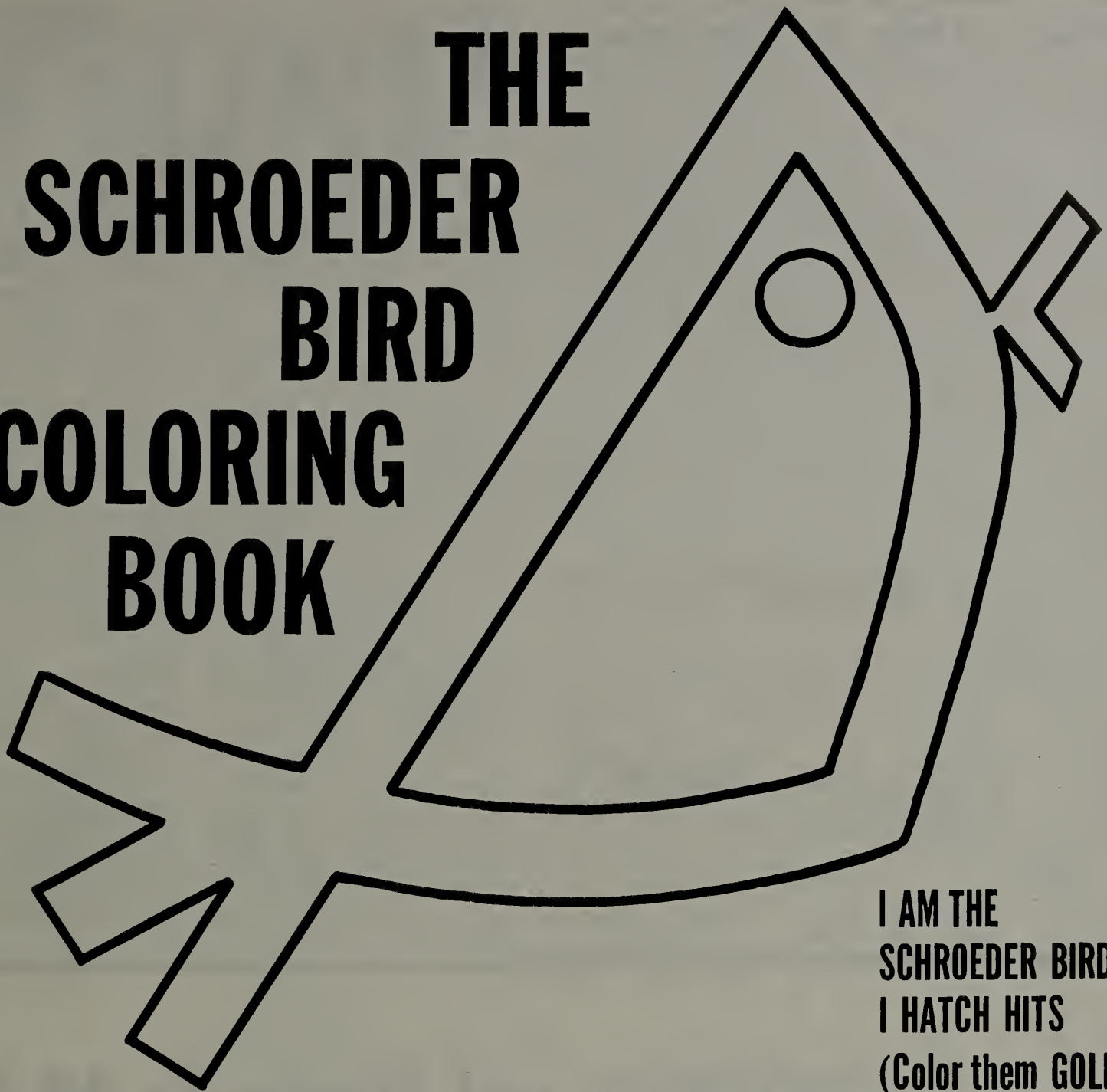
personal management

**GERARD PURCELL**

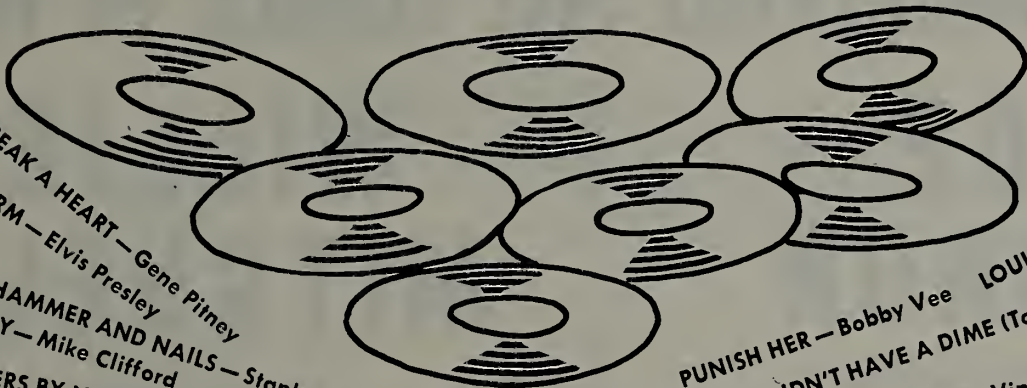
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# THE SCHROEDER BIRD COLORING BOOK



I AM THE  
SCHROEDER BIRD  
I HATCH HITS  
(Color them GOLD)



- ONLY LOVE CAN BREAK A HEART — Gene Pitney
- GOOD LUCK CHARM — Elvis Presley
- HAMMER AND NAILS — Staple Singers
- CLOSE TO CATHY — Mike Clifford
- LOVERS BY NIGHT, STRANGERS BY DAY — Fleetwoods
- SHE CAN'T FIND HER KEYS — Paul Peterson
- I'M COUNTING ON YOU (Australia) — Johnny O'Keefe
- YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT — Kenny Dino
- HE'S A REBEL — Crystals
- TROUBLE IS MY MIDDLE NAME — Bobby Vinton
- REMEMBER THEN — Earls
- HALF HEAVEN — HALF HEARTACHE — Gene Pitney
- BLUE WATER LINE — Brothers Four
- GARDEN OF LOVE (France) — Johnny Hallyday
- PUNISH HER — Bobby Vee
- IF I DIDN'T HAVE A DIME (To Play The Jukebox) — Gene Pitney
- LOUISIANA MAMA (Japan) — Gene Pitney

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# 1962 — Year In Review

(Continued from page 58)

charge of Eastern Operations at Capitol. . . . Ray Charles a double gold-deck winner for his "I Can't Stop Loving You" ABC single and the "Modern Sounds In C&W Music" LP. . . . Joe Santly, plugger, cleffer, performer, dies. . . . Mary Rodgers musical to star Judy Holiday. . . . Fontana joins the Smash division at Mercury. . . . Larry Coleman joins Joy as GPM of Joy and Drury Lane pubberies. . . . RCA Victor to construct new \$2 million Hollywood headquarters. . . . Ray Charles call responsible for ABC-Paramount's record sales year, Sam Clark, prexy, reports. . . . Chicago Sound Fair, seen as a consumer, not as trade attraction, to be on again in '63. . . . Chas. O'Connell, former Victor Red Seal head, dies at the age of 62. . . . Thelonious Monk inks Columbia pact. . . . Ray Ellis exits A&R at Victor, remains as artist. . . . Atlantic names MJQ's John Lewis A&R exec and LP producer. . . . Cosnat forms rack-division under Mort Hillman. . . . NARM, the rack-jobber organization, to give members monthly best-seller list. . . . Larry Maxwell to Riverside as pop A&R head, Esmond Edwards heads jazz dates at Argo. . . . Diner's Club sues Columbia over disk club pacts. . . . In a settlement with the U.S. Gov't., MCA, with certain stipulations, is allowed to keep control of Decca Records. . . . Columbia's Aug. sales best ever for the label. . . . Victor inks Henry Mancini to new 3-year pact. . . . Rack survey reveals strength of impulse purchases. . . . For the second consecutive year, disk sales top book purchases. . . . The Platters, after a year on their own, return to the management fold of Buck Ram. . . . Columbia cuts opening night Lincoln Center's Philharmonic Hall.

## OCTOBER

U.S. Senate passes and President Kennedy signs amended version of anti-bootleg bill that can put con-

victed disk bootleggers in jail for up to one year and fine them up to \$1000. . . . In other Federal action, the Senate passes a bill to lower excise taxes on various goods, including disks and phonos and President Kennedy signs a bill extending all copyrights in effect on Sept. 19 for three years (Dec. 31, 1965). . . . Capitol Records wins \$1.3 million pact for the entire custom recording and pressing of all disks for 18 various agencies of the U.S. Gov't. . . . Phil Spector buys complete control of the Philles label from Lester Sil and Harry Finfer. . . . Cy Leslie, president of Pickwick Int'l predicts that retail record outlets will triple (from 80,000 to 250,000) in the next eight years, citing the success of the "super store" concept. . . . Survey shows that the 15-19 age group will increase 40% in the 1960's. . . . Kapp Records promotes Michael Kapp to exec veep, Phil Skaff to veep of the sales division. . . . Warner Bros. reports foreign sales up 42% in '62. . . . Nat Horowitz named general manager of Seeco Records. . . . Buck Ram opens Nashville office. . . . Joe Csida returns to Trinity Music after a stint as eastern head of Capitol Records. . . . In an exec realignment, Capitol Records names Glenn Wallich chairman of the board, Alan Livingston president, the post previously held by Wallich, and Dan Bonright board vice-chairman. . . . Joe Orleck, Cash Box publisher, marries Pauline Slott. . . . Buddy Friedlander named promo head of UA label. . . . Ozzie Cadena appointed A&R head of the Prestige label. . . . Capitol merges merchandising and sales depts. . . . NARM, the rack-jobber association acts to protect rack-jobbers from suits arising from sale of disks using unlicensed material. . . . Bob Yorke of RCA Victor is elected new head of NARAS, the disk awards society. . . . Perry Mayer named head of Capitol's int'l marketing dept. . . . Earl Grant renews pact

with Decca. . . . Jim Fogelson gets additional show LP responsibilities at the Columbia and Epic labels. . . . Herb Linsky moves the hot Nevins-Kirshner label as sales & promo topper. . . . Victor says its Peter Nero window display promo its best display program ever. . . . Variety Clubs Int'l names Steve Lawrence & Eydie Gorme as "personalities of the year."

## NOVEMBER

Two comedy LP's, one a take-off on folk-songs, the other a satire on JFK, make record history in their acceptance by the public. Within weeks, after release, Allan Sherman's "My Son, The Folk Singer" (Warner Bros.) goes over the million-mark in sales, and Vaughn Meader's "The First Family" (Cadence), issued shortly after the Sherman package, is to reach the fantastic mark of 3 million sold before the end of the year. Both personalities become the hottest names in show biz. . . . Survey by ARMADA, the distrib organization, indicates that distributors are aware of changing marketing patterns and are actively revamping their operations to meet these changes. . . . Epic inks licensing agreement with EMI of England for its distribution by EMI in Western Europe. . . . WSM's 11th annual country music fete in Nashville is one of the strongest gatherings yet, with 3,000 in attendance. Roy Acuff is the first living entry in the Country Music Association's Hall of Fame. . . . Victor names Ben Rosner, formerly radio-TV relations head, as pop A&R head, replacing George Avakian, who continues with the label on a professional service basis, especially in the jazz field. . . . MCA, which acquired Decca Records earlier in the year, to finance Broadway shows. . . . Columbia awards gold disks for the original-cast LP's of "Camelot," "Flower Drum Song" and "West Side Story" for selling over \$1 million worth of LP's each. . . . Warner Bros. int'l director, Bobby Weiss, celebrates 10 years on the job. . . . London Group celebrates 5th anniversary. . . . Lou Adler & Emil LaViola upped to veeps at Nevins-Kirshner.

. . . Dion pacting to Columbia is made official. Eddie Hodges also inked to Columbia. . . . Mercury initiates push on folk music & sets up distrib council. . . . Ben Barton sells out interest in Barton Music to Hank Sanicola, thus ending the 20 year Barton-Sanicola-Frank Sinatra partnership in the pubberies. Sinatra previously sold his 1/3 interest to Sanicola. . . . Allan Clark named to head Victor's promo dept. . . . Jay Lasker exits post as Reprise Sales prexy. . . . Joe Berger named to head Big Town of New York, the UA label's company-owned distrib. Chet Woods exited the post a few weeks before.

## DECEMBER

Sidney Mittleman, who pleaded guilty to selling counterfeit Cameo and Swan singles, is fined \$750 and placed on probation by Judge Barrett of Superior Court of Essex County, N.J. . . . Story in Cash Box notes rise of bluegrass sound in folk-pop field. . . . Morty Palitz, vet music man, dies at the age of 53. . . . Burton Lane re-elected president of The American Guild of Authors & Composers (AGAC). . . . Sales reports: Mercury's '62 sales volume up 23% over '61; Columbia Masterworks sales up 75% over '61. . . . Capitol gives B'way hit producers Feuer & Martin for show biz investments. . . . Duke Ellington joins Reprise as artist & jazz A&R producer. . . . Victor announces "one-company" policy for A&R sections in New York, Hollywood and Nashville. . . . Comedienne Rusty Warren gets second gold disk for sales of her "Rusty Warren Bounces Back" LP for Jubilee. . . . Roulette & Laurie labels answer "First Family" smash with LP's ribbing Russia's "First Family." . . . Bob Morgan named Epic exec producer. . . . James Petrillo loses post as president of the Chicago local of the American Federation of Musicians, which seems like the end of the career of the longtime musicians' leader.

In a year-end statement Goddard Lieberman, president of Columbia Records reports that the label's total sales volume in '62 was up 16% over '61.



... GREETINGS and Thanks To All from

**ACE CANNON**

*current single*

**"VOLARE" and "LOOKING BACK"**

Hi 2057

*current Album*

**"LOOKING BACK WITH ACE CANNON"**

12008; 32008 (stereo)



nationally distributed by the **AMERICAN LONDON GROUP**

**WILLIE MITCHELL**

*current single*

**"SUNRISE SERENADE"**

Hi 2058

*watch for forthcoming Album*

**"IT'S SUNRISE SERENADE"**

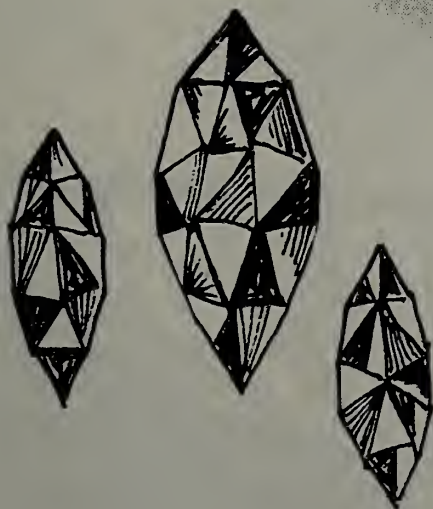
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Memphis, Tenn.



# THANK



*Thank you, everyone . . .*

**BOB. B. SOXX & THE BLUE JEANS**  
**THE CRYSTALS**  
PHILLES RECORDS

*Phil Spector*

PHILLES RECORDS • A DIVISION OF PHIL SPECTOR PRODUCTIONS





**SEASON'S GREETINGS AND BEST WISHES  
FROM  
CADENCE RECORDS**

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**STAFF:** Archie Bleyer, President • Budd Dolinger, GM Sales & Promotion • Bob Mack, Production Manager • Max Feit, Controller • William Lazarow, Comptroller • Peter Hess, Sales Manager Candid Records Division

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# Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—DECEMBER 29, 1962

## MONAURAL

## STEREO

MONAURAL		STEREO	
Pos. Last Week	Album	Pos. Last Week	Album
1	● THE FIRST FAMILY Vaughn Meader & Other Artists (Cadence CLP 3060; 25060)	1	WEST SIDE STORY Film Track (Columbia OS-2070)
2	● MY SON THE FOLK SINGER Allan Sherman (Warner Bros. W 1475; WS 1475)	2	MUSIC MAN Original Filmtrack (Warner Brothers WS 1459)
3	● GIRLS, GIRLS, GIRLS Elvis Presley (RCA Victor LPM 2621; LSP 2621)	3	JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V6 8432)
4	● WEST SIDE STORY Film Track (Columbia OL 5670; OS 2070)	4	GIRLS, GIRLS, GIRLS Elvis Presley (RCA Victor LSP 2621)
5	● PETER, PAUL & MARY (Warner Bros. W 1449; WS 1449)	5	PETER, PAUL & MARY Warner Bros. (Warner Bros. WS 1449)
6	● JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V-8432; V6 8432)	6	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869; CS 8669)
7	● MUSIC MAN Original Filmtrack (Warner Brothers WB 1459; WS 1459)	7	RAMBLIN' ROSE Nat "King" Cole (Capitol ST 1793)
8	● I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869; CS 8669)	8	A TASTE OF HONEY Martin Denny (Liberty LST 7237)
9	● JOAN BAEZ IN CONCERT (Vanguard VRS 9112; VSD 2122)	9	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC VOL II Ray Charles (ABC Paramount ABCS 435)
10	● RAMBLIN' ROSE Nat "King" Cole (Capitol T 1793; ST 1793)	10	STOP THE WORLD— I WANT TO GET OFF Original B'way Cast (London AMS 88001)
11	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Vol. II Ray Charles (ABC Paramount ABC 435; ABCS 435)	11	MY SON THE FOLK SINGER Allan Sherman (Warner Bros. WS 1475)
12	● ALLEY CAT Beat Fabric (Atco 33-148; SD 33-148)	12	OLIVER! B'way Cast (RCA Victor LSOD 2004)
13	● MOON RIVER Andy Williams (Columbia CL 1809; CS 8609)	13	MOON RIVER Andy Williams (Columbia CS 8609)
14	SHERRY Four Seasons (Vee Jay LP 1053)	14	HATARI! Henry Mancini (RCA Victor LSP 1459)
15	● OLIVER Original B'way Cast (RCA Victor LMOD 2004; LSOD 2004)	15	MR. PRESIDENT Original B'way Cast (Columbia KOS 2270)
16	● STOP THE WORLD— I WANT TO GET OFF Original B'way Cast (London AM 58001; AMS 88001)	16	THE SOUND OF MUSIC B'way Cast (Columbia KOS-2020)
17	● MR. PRESIDENT Original B'way Cast (Columbia KOL 5870; KOS 2270)	17	MOON RIVER & OTHER GREAT FILM THEMES Mantovani (London PS 249)
18	● RAPTURE Johnny Mathis (Columbia CL 1915; CS 8715)	18	RAPTURE Johnny Mathis (Columbia CS 8715)
19	● THE TWO SIDES OF THE SMOTHERS BROTHERS (Mercury MG 20675; SR 60675)	19	CAROUSEL Alfred Drake & Roberta Peters (Command SD 843)
20	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles (ABC Paramount ABC 410; ABCS 410)	20	JOAN BAEZ IN CONCERT (Vanguard VSD 2122)
21	● A TASTE OF HONEY Martin Denny (Liberty LRP 7237; LSP 7237)	21	CAMELOT B'way Cast (Columbia KOS-3021)
22	● WARM AND WILLING Andy Williams (Columbia CL 1879; CS 8679)	22	TWO OF US Robert Goulet (Columbia CS 8626)
23	RUSTY WARREN IN ORBIT (Jubilee 2044)	23	WARM & WILLING Andy Williams (Columbia CS 8679)
24	● NEW FRONTIER Kingston Trio (T 1809; ST 1809)	24	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles (ABC Paramount ABCS 410)
25	● TWO OF US Robert Goulet (Columbia CL 1826; CS 8626)	25	BIG BAND BOSSA NOVA Stan Getz (Verve V6 8494)
26	● SURFIN' SAFARI Beach Boys (Capitol T1808; ST1808)	26	THE STRIPPER David Rose & Orch. (MGM SE 4062)
27	● HATARI! Henry Mancini (RCA Victor LPM 2559; LSP 2559)	27	NEW CHRISTY MINSTRELS (Columbia CS 8672)
28	● PEPINO THE ITALIAN MOUSE Lou Monte (Reprise R 6058; R9 6058)	28	MANY MOODS OF BELAFONTE Harry Belafonte (RCA Victor LSP 2547)
29	● SOMETHING SPECIAL Kingston Trio (Capitol T 1747; ST 1747)	29	SWINGIN' SAFARI Billy Vaughn (Dot DLP 25458)
30	● MANY MOODS OF BELAFONTE Harry Belafonte (RCA Victor LPM 2547; LSP 2547)	30	ADVENTURES IN JAZZ Stan Kenton (Capitol ST1796)
31	LIMBO PARTY Chubby Checker (Parkway P 7002)	31	MR. PIANO Roger Williams (Kapp KS 3290)
32	● NEW CHRISTY MINSTRELS (Columbia CL 1872; CS 8672)	32	WE WISH YOU A MERRY CHRISTMAS Ray Conniff (Columbia CS 8692)
33	● RAY CHARLES GREATEST HITS (ABC Paramount ABC 415; ABCS 415)	33	COLORFUL PETER NERO (RCA Victor LSP2618)
34	● MILLION SELLER SONGS Andy Williams (Cadence 3061; 25061)	34	ALL ALONE Frank Sinatra (Reprise R9 1007)
35	WE WISH YOU A MERRY CHRISTMAS Ray Conniff (Columbia C1 1892; CS 8692)	35	NEW FRONTIER Kingston Trio (Capitol ST 1809)
36	CHRISTMAS WITH THE CHIPMUNKS David Seville & Chipmunks (Liberty LRP 3256; LST 7256)	36	OLIVER/STOP THE WORLD Mantovani (London PS 270)
37	● BOBBY VEE'S GOLDEN HITS (Liberty LRP 3245; LSP 7245)	37	SNOWBOUND Ferrante & Telcher (United Artists UAS 6233)
38	● ALL ALONE Frank Sinatra (Reprise R 1007; R9 1007)	38	PEPINO THE ITALIAN MOUSE Lou Monte (Reprise R9 6058)
39	ALL THE HITS Chubby Checker (Cameo C 7014)	39	THE FIRST FAMILY Vaughn Meader & Other Artists (Cadence 25060)
40	● DEAR LONELY HEARTS Nat "King" Cole (Capitol T 1838; St 1838)	40	MUTINY ON THE BOUNTY Soundtrack (MGM S 1 E 4)
41	● MERRY CHRISTMAS Johnny Mathis (Columbia CL 1195; CS 8201)	41	BIG BAND BOSSA NOVA Enoch Light (Command RS 844 SD)
42	● ONLY LOVE CAN BREAK A HEART Gene Pitney (Musicor M 2003; M 3003)	42	WORKS BY CHOPIN, RACHMANINOFF, SCHUMANN & LISZT Vladimir Horowitz (Columbia KS 6371)
43	SING WE NOW OF CHRISTMAS Harry Simeone Choir (20th Fox 3002)	43	BABY ELEPHANT WALK Lawrence Welk (Dot DLP 25457)
44	● GLORIOUS SOUND OF CHRISTMAS Eugene Ormandy (Columbia ML 5769; MS 6369)	44	RHAPSODY IN RHYTHM Ray Conniff (Columbia CS 8688)
45	TELSTAR Tornadoes (London 3279)	45	GYPSY Soundtrack (Warner Bros. WS 1480)
46	ELVIS CHRISTMAS ALBUM Elvis Presley (RCA Victor LPM 1951)	46	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi (Fantasy 3337)
47	● SINCERELY YOURS Robert Goulet (Columbia CL 1931; CS 8731)	47	WEST SIDE STORY B'way Cast (Columbia OS 2001)
48	● JOAN BAEZ VOL. II (Vanguard VRS 9094; VSD 2097)	48	DEAR LONELY HEARTS Nat "King" Cole (Capitol ST 1838)
49	● PATCHES Dicky Lee (Smash MG 27020; MGS 27020)	49	HERBIE MANN AT THE VILLAGE GATE (Atlantic 1380)
50	● BRENDA, THAT'S ALL Brenda Lee (Decca DL 4326; DL 74326)	50	SINCERELY YOURS Robert Goulet (Columbia CS 8731)

● Also available in Stereo

★ Also available in EP





# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK



### "NEW FRONTIER"—Kingston Trio—Capitol ST 1809

The Kingston Trio have done much to spread the gospel of folk music with their distinctive brand of zest and musicianship and this new batch of ballads is one of the best sets that the group has cut to date. While expertly providing their own accompaniment, the Trio dishes up top-flight readings of "Greenback Dollar," "Poor Ellen Smith" and "New Frontier." The LP has already begun to sell in large quantities and seems destined to score heavily in the coin department.



### "NEIL SEDAKA SINGS HIS GREATEST HITS"—RCA Victor LPM 2627

Neil Sedaka is one of the most amazingly consistent hit-makers around. Today's fickle teenage public have completely accepted his distinctive, sincere sound. This first-rate Victor package includes a swingin' bevy of the chanter's most commercial sides. Sedaka turns in his expected professional readings on "Next Door To An Angel," "Breaking Up Is Hard To Do" and "Happy Birthday, Sweet Sixteen." Disk should skyrocket.



### "RUMORS"—Johnny Crawford—Del-Fi DFLP 1224

With four chart-riding singles and a best-selling LP to his credit, the young TV actor-singer tags this newest album outing on Del-Fi after his current biggie, "Rumors." In this tuneful session Crawford comes up with some top-drawer renditions of some pop ballads and his natural vocal ability serves him in good stead as he reads "How High The Moon," "Devil or Angel" and "I Don't Need You." The disk could be a real coin maker for the chanter.



### "THE SHIRELLES GREATEST HITS"—Scepter 507

The Shirelles, who are currently riding the charts with "Everybody Loves A Lover," spotlight the new biggie and include fourteen previous triumphs in this first-class LP outing from Scepter. The group's distinctive teen sound which effectively couples sincerity and earthiness is firmly evidenced on "Will You Love Me Tomorrow," "Dedicated To The One I Love" and "Soldier Boy." Sure-fire chart item.



### "FRANK SINATRA SINGS RODGERS AND HART"—Capitol W 1825

Here's a delightful collection of Rodgers and Hart sturdies assembled from a bevy of Frank Sinatra's many Capitol albums. Although most of the songs were written in the 30's, they are still as fresh and meaningful as when they were first sung. Top-flight tracks here include "The Lady Is A Tramp," "Spring Is Here" and a never-before-released reading of "Wait Till You See Her." The disk has enough built-in success ingredients to reach the charts in no time flat.



### "WE THE TOKENS SING FOLK"—RCA Victor LPM2631

With a goodly number of hits to their credit, the Tokens direct their unusual vocal style to a bag of pop-flavored folk ditties, some with an African flavor, on this latest outing for Victor. Included here is one track that is making a bid for strong sales in the single market—"A Bird Flies Out of Sight." Other first-rate renditions by the group are "B'Wa Nina," "La Bomba" and "A Tale Of Two Lovers." Since folk music is currently so hot, the boys could go all the way with this one.



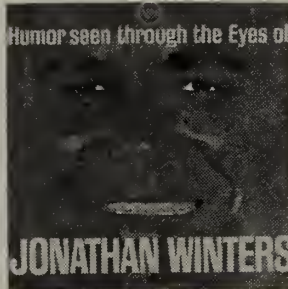
### "ALL THE HITS"—Orlons—Cameo C1033

Since their smash single, "The Wah-Watusi," the Orlons have been clicking regularly, and their latest chart-rider "Don't Hang Up" is included here with this package of current biggies. The tunes here are right out of the Top 20 and the group readily adapts them to their coin-catching style. Best bets here are "He's A Rebel," "Release Me" and "Ride." Disk should get maximum play from spinners and fans.



### "MARK VALENTINO"—Swan LP508

Cashing in on the success of his current chart-rider, "The Push and Kick," the youthful chanter comes with a premier LP on Swan to showcase his best-selling vocal talents. In addition to his biggie, the songster delivers first-rate renditions of a host of evergreens and newies which include "Earth Angel," "This Little World" and "Penny For Your Thoughts." Mark Valentino has a talent with great appeal for the younger set and this outing should swell the ranks of his admirers.



### "HUMOR SEEN THROUGH THE EYES OF JONATHAN WINTERS"—Verve V15035

Johnathan Winters is one of laughmen around who has the ability to create believable characterizations. Winters' stereotyped people effectively poke fun at and satirize American movies and conventions. On this Verve set, cut live at the Hungry i, the comic comes up with a funny bag of new people plus his usual standbys. Some of the best routines here are tagged "S. S. Robert E. Lee," "Chief Running Fox" and "International Folk Singers."



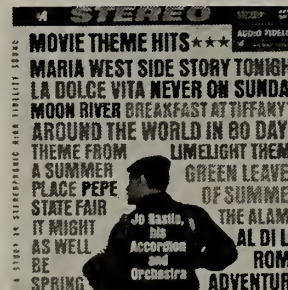
### "JONI JAMES COUNTRY STYLE"—MGM E4101

Joni James jumps on the country bandwagon to cash in on the success and popularity of the idiom. The thrush has selected those tunes which have become standard and gives them a pop-flavor that makes for a subtle blending. Easy listening sides here include "You Are My Sunshine," "Vaya Con Dios" and "Gonna Find Me A Bluebird." The lark has a large following and her admirers should want to add this one to their collections.



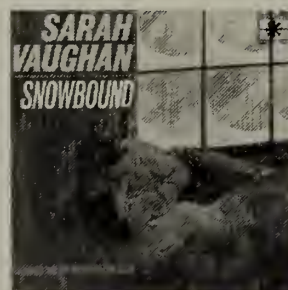
### "THE JETSONS"—Original TV Soundtracks—Colpix CP213

Producers Joseph Barbera and William Hanna have been providing side-splitting laughter for adults and youngsters for a number of years with their film, and more recently their TV cartoons. "The Jetsons" are characters from a super-electronic age found in a variety of humorous exploits and situations. Weekly TV exposure and a large following of kids and oldsters should pull some coin for this disk. The episodes are "The Jet Screammers" and "Rosie The Robot."



### "MOVIE THEME HITS"—Jo Basile—Audio Fidelity AFSD5979

Flick themes continue to be favorite among recording artists, both instrumental and vocal, and Jo Basile directs his accordion at a dozen of the most melodic from recent films. The accordionist launches the session with an uptempo version of "Tonight" and follows through with eleven other self-arranged goodies such as "Moon River," "Never on Sunday" and "It Might As Well Be Spring." Disk is a pleasant late hours mood companion.



### "SNOWBOUND"—Sarah Vaughan—Roulette R52091

Sarah Vaughan, whose method of caressing a lyric and melody has made her an inimitable pro, uses her warm vocal charms on a bag of oldies arranged and conducted by Don Costa. The lark's winning way with a song stands her in good stead as she essays "I Hadn't Anyone 'Til You," "Stella By Starlight," and "I Fall In Love Too Easily." The thrush's legion of followers should come out strongly for the set.



### "MORE FOLK SONGS BY ALLAN SHERMAN AND HIS FRIENDS"—Jubilee 5019

Allan Sherman gives out with a couple of standards with his self-styled lyrics on this session cut in conjunction with other leading exponents of Yiddish humor. The yockman is heard on only two tracks, "Jake's Song" and "A Satchel And A Seck" but other classic bits are performed by Lee Tully "Essen" and Willie Howard "Professor Marquette." This Jubilee session is good for lots of laughs but has limited appeal.



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**LEAVIN' ON YOUR MIND**

C/W

**TRA L E L A L E L A TRIANGLE**

31455

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**CURRY ROAD**

C/W

**THE SAME OLD HURT**

31453

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**SAWMILL**

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**IF I COULD COME BACK**

31451

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POPPING AGAIN

WITH A NEW HOT SINGLE

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b/w "LET'S STOMP AGAIN"

Guyden #2077

Personal Manager: M.W.B. Production Booking Agent:  
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Producer: an M.W.B. Production

New LP by the  
**SWINGIN SHERRYS**  
"AT THE HOP  
WITH THE SHERRYS"

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with a Real Blockbusting Single

## "OO-LA-LA-LIMBO"

b/w "NOW AND THEN"

HEADED FOR TOP HONORS ON ALL CHARTS!

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Personal Manager: Nat Segall Label: Guyden Booking Agent:  
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# BARBARA LYNN

The unique soul vocalist



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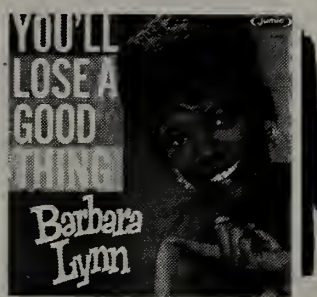
b/w "I'M SORRY I MET YOU"

Jamie #1240

## "YOU'LL LOSE A GOOD THING"

JLP #3023 MONO OR STEREO

"You'll Lose a Good Thing" . . . "Give Me a Break" . . . "Second Fiddle Girl" . . . "Lonely Heartaches" . . . "I'm Sorry I Met You" . . . "You Don't Sleep at Night" . . . "You Don't Have to Go" . . . "Letter to Mommy and Daddy" . . . and other top tunes!



Personal Manager: Huey P. Meax Label: Jamie Booking Agent: Continental Booking Agency, N.Y.C. Producer: Huey P. Meax

Jamie

# ... OFF IN ORBIT! ...

# BILLY AND THE BILLY ESSENTIALS

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b/w "OVER THE WEEKEND"

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# BIOS OF 1962's LEADING ARTISTS

## Paul Anka—RCA Victor

In 1960, when Paul Anka turned 18 and was of legal age to appear in nightclubs, an exciting and most important new phase of his young but sensational career was launched. Debuting his act at Las Vegas' Sahara to tumultuous acclaim, he moved on to New York's Copa and came away with a record-breaking engagement. Dates in a Miami Beach hotel and other famed niteries are now permanent stops in his constant travels.

Born on July 30, 1941 in Ottawa, Paul's big break came when he approached Don Costa, then A&R head for ABC-Paramount Records, with four songs he had written. Among them was "Diana," which Costa and other AmPar execs felt Anka should record for them himself. It became a million-seller and launched the career of the youngster. Now on the Victor label, he has composed almost all of his hit singles, is a solid LP seller and has an international acceptance with his recordings second to none. In 1962, he wrote the main-title of "The Longest Day," in which he also had a part.

## Chet Atkins—RCA Victor

Record dealers, pop and country-wise, all across the country classify the albums of "Mr. Guitar"—Chet Atkins as "must inventory." The gentle, unhurried Atkins continues to be one of Victor's most consistent LP chart-makers (as well as scoring big in the singles dept.) and is currently hot with his "Caribbean Guitar."

As one of RCA's key A&R men, operating out of their Nashville studios, the amazing talent has turned out dozens of outstanding singles—including Jim Reeves' "He'll Have To Go," the Browns' "The Three Bells" and Floyd Cramer's "Last Date." As a guitarist his repertoire ranges from Bach to Spanish music to jazz to rock 'n roll. Among guitar students he's a leading teacher of the instrument, a designer of guitars and author of his own "Methods" book.

Born in Luttrell, Tenn., June 20th, 1924, the son of a piano and voice teacher, Chet left high school to appear on host of stations—including WNOX-Knoxville, WLW-Cincinnati, WPTF-Raleigh, WRVA-Richmond and in '50 became a fixture with the Opry.

## Joan Baez—Vanguard

Joan Baez, who at one time this year had all three of her albums in the Top 20 of the LP chart, calls Boston home despite the fact that her father, a professor of physics, has served in appointments in many different countries.

The youthful folk singer has had no formal musical education or training but is recognized as one of the most competent folk singers in the business. Her strong soprano voice coupled with an almost innate feeling for the folk idiom brought

her favorable reviews at her first appearance with the Newport Folk Festival in 1959.

Personal appearances at colleges, concert halls and on TV brought her to the attention of Vanguard Records signed her to an exclusive contract. Her very first LP was an immediate best-seller as have been her other Vanguard albums.

The vocalist currently lives in California near Carmel.

## Kenny Ball & His Jazzmen—Kapp

Trombonist Ball and his crew were leading exponents of England's "trad" style—close to our Dixieland jazz—before Kapp Records released their "Midnight in Moscow" disk for the American market. They are now the leading "trad" attraction in the States as a result of the great success achieved by the "Moscow" side, which had already been a smash in England (on the Pye label) before it was made available in the U.S.

Besides Ball, the group is made-up of another trombonist, Johnny Bennett; Colin Bates, piano; Ron Bowden, drums; Diz Disley, banjo. Hometown for the entire team is London, where it has made many radio-TV, niterie appearances.

## Harry Belafonte—RCA Victor

Harry Belafonte has become one of the world's best known artists as well as one of the world's most dynamic and magnetic entertainers. He has that something extra that makes him a favorite of the masses. Born in N.Y.C., Harry moved to Jamaica, B.W.I., while a young boy. Then he returned to N.Y. to attend George Washington High School. After his discharge from the Navy he became a member of the American Negro Theatre Workshop and later joined the Dramatic Workshop where he developed his acting talents. Monte Kay heard Belafonte sing at a Workshop meeting and asked him if he would do the same "just for laughs" at the Royal Roast, a club which Kay owned. Belafonte did and Kay signed him to a contract which ran 20 weeks. From this engagement, Harry went on to become a fairly successful pop singer. But not satisfied with crooning he quit the field and opened a restaurant in N.Y.'s Greenwich Village. During informal songfests at his eatery, Harry discovered a love for folk songs, sought out his friend Millard Thomas (now his accompanist) and together they built a repertoire of folk songs and ballads. He signed a Victor contract and has since had one success after another. In films he starred in "Bright Road," "Carmen Jones" and "Island In The Sun." In 1955 he took Broadway by storm with "Three For Tonight." His albums are continually programmed by jockeys around the world. He has set attendance records everywhere and his TV appearances attract the highest ratings. There are few recording artists who rank with Belafonte. His big album in 1962 was "Jump Up Calypso."

## Tony Bennett—Columbia

Tony Bennett was born in Astoria, New York and began his meteoric rise to stardom as a contestant on Arthur Godfrey's "Talent Scouts" TV'er.

Coming in as a runner-up to Rosemary Clooney, Tony was immediately signed to appear on Jan Murray's "Songs For Sale" show. A few months later he appeared in a Greenwich Village niterie upon the insistence of Pearl Bailey who was headlining the show. Bob Hope wandered in one night and invited the young crooner to join him the next day on the stage of the Paramount Theatre where the laughman was appearing. The young performer sang a few songs and the audience roared its approval. Four encores later, Hope announced that Tony would be joining him on a national tour. The rest is history. Mitch Miller inked the artist to a Columbia recording contract and his initial sides developed into best-sellers. The chanter has been responsible for such hits as "Boulevard Of Broken Dreams," "I Won't Cry Anymore," "Stranger In Paradise," "Because Of You," "Rags To Riches," and "I Left My Heart In San Francisco."

When he is not on tour Tony usually devotes his time to painting and high fidelity.

## Brook Benton—Mercury

To songster Brook Benton belongs the invaluable asset of versatility. He can express himself with equal authority on material ranging from rhythmic teen-market numbers to legit ballads, and, recently proven, to folk-like items (e.g. "Ball Weevil").

Benton's career, two years as a hitmaker began in Camden, South Carolina, in a church choir directed by his father, and today he declares: "... of all the songs I've written and recorded, I've derived the most satisfaction from my album of spirituals; 'If You Believe'."

At 17, he came to New York to seek his fortune as a songwriter, not a singer. Though success wasn't sudden in story-book fashion, he eventually clicked through his association with publisher-writer Dave Dreyer, now Benton's manager. Together, they wrote "Looking Back," recorded by Nat King Cole, and some other successes.

Soon, Benton was aiming at singing career, too—and that led to a pact with Mercury Records. His hits for the label have included "It's Just a Matter of Time," his first Mercury date and a million-seller, "Kiddio," "Fools Rush In," "Think Twice," "Revenge," "Lie To Me" and is currently hot with "Hotel Happiness."

He has recorded two songs for the soundtrack of Columbia Pictures' "A Walk on the Wild Side," the title-song and "Somewhere in the Used to Be."

## Mr. Acker Bilk—Atco

The British clarinetist, Mr. Acker Bilk, was born in Somerset, England, in 1929. The son of a church organist, the younger Bilk became interested in music and took up the clarinet while serving over-

seas in the British Army. After completing his service, Mr. Acker Bilk took a job as a blacksmith for a while. It wasn't long before he dropped the hammer and returned to the clarinet. He joined and stayed with the Ken Colyer Group for several years. In 1958, he started his own group, the Paramount Jazz band, which has become one of the most successful trade bands in England.

His instrumental "Stranger On The Shore," was a million-seller this year.

## Pat Boone—Dot

Though Pat Boone became a name via rock 'n roll, in its early years, his talents now cover a wide-range of show business endeavors (e.g. TV, films).

However, after an out-and-out rock 'n roll disk layoff, Boone has "come-back" to the teeners, and has given them such hits as "Moody River" and "Johnny Will," "Speedy Gonzales" and, currently, "Mexican Joe."

Boone's still-standing association with Dot Records began in 1954, when the label's topper, Randy Wood, signed him to a pact shortly after he had won, as an amateur, the Ted Mack "Amateur Hour" show and, as a professional, Arthur Godfrey's "Talent Scout" program.

A steady flow of rock 'n roll and legit ballad hits plus many best-selling LP's established his reputation among both teenagers and adults—and led to several network TV'ers of his own and, in 1956, a \$1 million contract with 20th Century-Fox for one picture a year for seven years (soon-to-be released will be a Boone-starred remake of "Fair").

Boone, born June 1, 1934, is married to Red Foley's daughter, Shirley, and the couple has four children. He is a graduate of Columbia University (1958) with a B.S. degree in Speech and English.

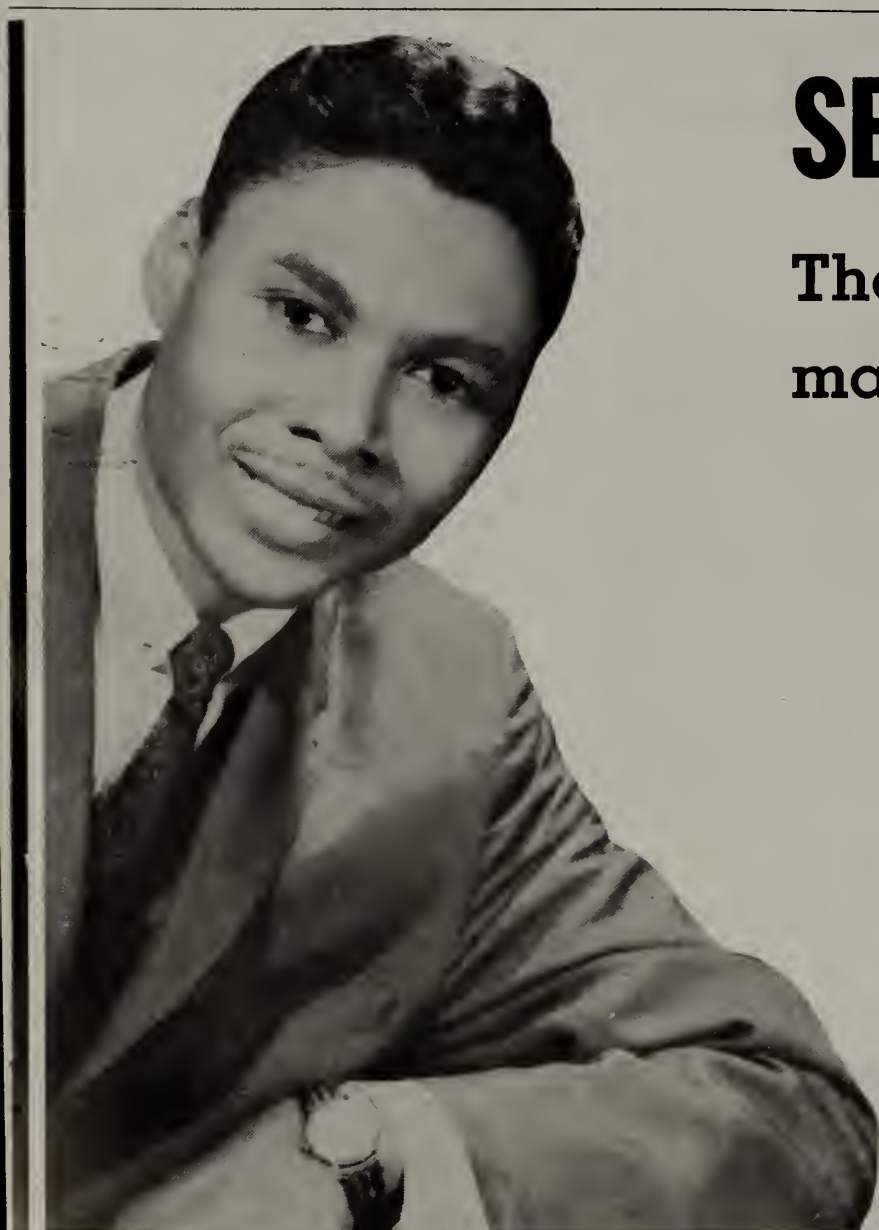
## Dave Brubeck—Columbia

Dave Brubeck was born in 1920 in Concord, California and originally wanted to be a veterinarian in order to continue his father's cattle business. However, the lure of music was the stronger, and he studied music with the noted French composer Darius Milhaud and Arnold Schoenberg.

During the course of his musical studies he also went to college before starting out on a musical career. The talented instrumentalist became a favorite of college campuses all over the country as a result of his definitive jazz stylings and arrangements. Frequent appearances by Brubeck and his quartet on radio, TV, night clubs and a series of concert tours made him one of the most sought after musicians in the country.

Since being signed by Columbia Records, Brubeck has turned out many singles and LP's, many of which have gone to the top of the charts. His LP's "Time Out" and "Time Further Out" enjoyed phenomenal sales during 1962 and appeared in the top 10 of the album charts.

(Continued on page 74)



# SEASON'S GREETINGS

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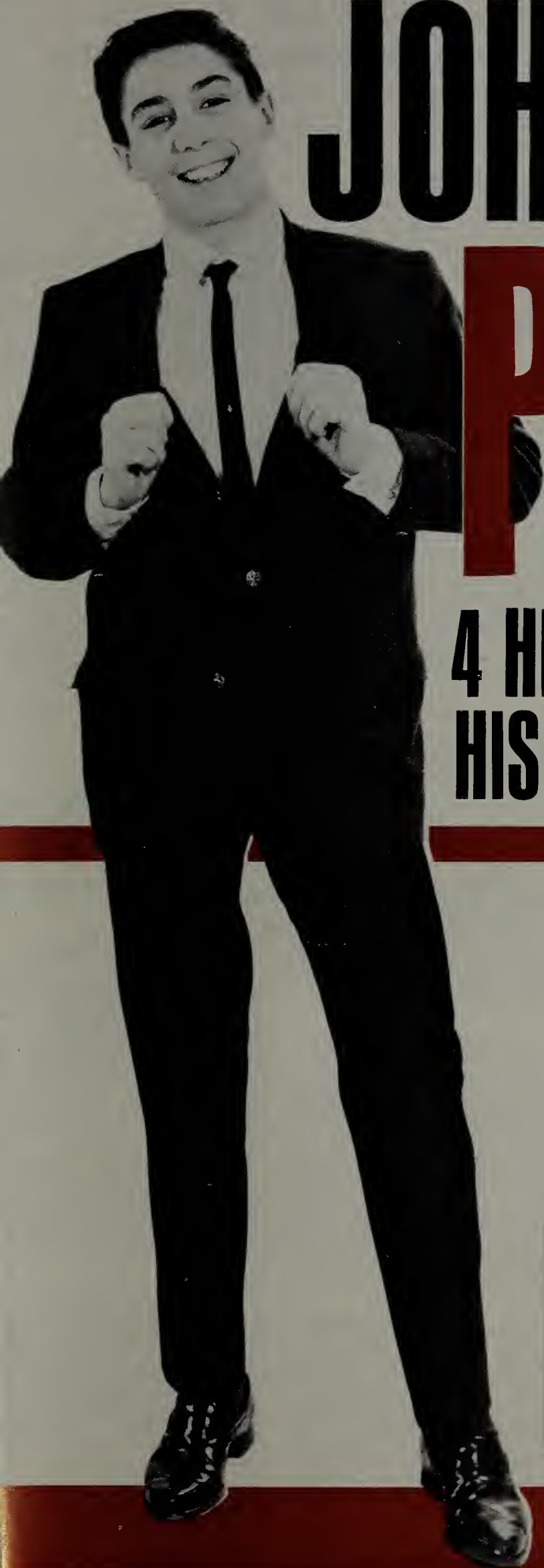
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## BIOS OF 1962's LEADING ARTISTS

(Continued from page 72)

### Ace Cannon—Hi

1962 has been a good year for Ace Cannon who scored heavily with his single, "Tuff" and his LP, "Tuff-Sax," both of which are on the Hi label. The versatile instrumentalist is proficient with the clarinet, and the alto, baritone, tenor and soprano sax, as well as being an accomplished composer. Cannon was born in Grenada, Miss., on May 5, 1934, and evidenced a real feeling for music, especially reed instruments, while still a young man. Before jumping on the musical bandwagon to pursue a constant round of TV, Radio and personal appearances, he managed to squeeze in a college education.

### George Chakiris—Capitol

George Chakiris has played two major roles in the famed musical, "West Side Story," and each has won him acclaim. His portrayal of the Puerto Rican gangleader—Bernardo—in the flick version of the musical was impressive enough to get him an Academy Award as best supporting actor—and an exclusive disk pact with Capitol. He clicked with his first LP for the label, "George Chakiris Sings." In the London stage run of "Story," Chakiris played Riff, also a gangleader, for 20 months "live," a part he got after auditioning for the show's choreographer, Jerome Robbins, in New York in 1959. Before his legit "Story" role Chakiris had played minor roles in other flicks, including Paramount's "White Christmas," in which he got some who's-he recognition as part of a dance ensemble that supported Rosemary Clooney in one of the flick's numbers. Chakiris had wanted to be an actor and a dancer ever since high school days in Tucson, Ariz., and Long Beach, Calif. He was born Sept. 16, 1934 in Norwood, Ohio, to Steven & Zoe Chakiris, both of whom are of Greek extraction. He is currently under a five-year, non-exclusive pact with Mirisch Pictures, which turned out "Story."

### Bruce Channel—Smash

Bruce Channel, the 21 year old songster from Jacksonville, Texas, developed into a hot international favorite in overnight fashion when a master, produced by mgr. Bill Smith, "Hey! Baby," was picked up by the young Smash label and soared right up to the #1 spot. The single also sailed way up the English charts. "Baby" was then followed by a hit single, "Number One Man," and an LP tagged after his initial triumph. Born into a musical family Channel was singing and playing the guitar from the time he was 5 years old. After the family moved to Dallas, and while in high school, Channel spent every free moment entertaining at benefit shows, youth centers and other local gatherings. Channel's big break came when, accompanied by his father, he drove to Shreveport, La., to seek an audition with Tillman Franks, producer of the famed "Louisiana Hayride" show. Franks, impressed with Channel's style, signed him to a contract for an appearance on the show. His act brought such good notices, Channel remained as a regular on the show for six months. In 1961 Smash Records signed him to an exclusive recording contract. His latest singles effort is "Oh! Baby."

### Ray Charles—ABC-Paramount

Dividing his dates between ABC-Paramount and Impulse, AmPar's subsid jazz label, Ray Charles enjoys a big following in the field of pop, blues and jazz, even more since his "Modern Sounds in Country and Western Music" LP's in 1962. After a tragedy-ridden childhood (he was blinded at 6, orphaned at 15), Charles giggered around Florida, earning a big reputation as a combo sideman. At 17 he formed his own trio and toured the country, settling for a while in Seattle where he had his own sponsored TV show. His big disk break came when he was signed by Atlantic Records, for which he produced several smash hit singles and albums. A year-and-a-half ago he switched to Am-Par and continued his hit string with "Georgia On My Mind," "One Mint Julep" and "Outskirts of Town," and "Hit the Road Jack" and "Unchain My Heart," and such LP's as "Genius+Soul-Jazz" (Impulse) and "Ray Charles and Betty Carter" (AmPar).

### Chubby Checker—Parkway

When adults in New York and other major east coast cities became aware of the twist dance they also "discovered" a talent whom their children had been listening to for a couple of years. Chubby's "Twistin'" career began professionally when, at the age of 19, his employer was able to set up an audition with Cameo Records head Bernie Lowe. Chubby was signed and elected by Lowe to spearhead the Cameo affiliate label, Parkway. His first record was "The Class" but it was "The Twist" that started the chain reaction that led to a string of hit singles and albums. Currently, Chubby scored with "The Fly" and a re-issue of "The Twist" in singles, "The Twist" LP and a host of other albums. The artist has now been credited with the fantastic rise in the limbo dance craze—as a result of his "Limbo Rock" (which had the "Popeye" hit coupling). Chubby Checker was born Oct. 3, 1941 in Philadelphia, where he still lives with his parents and two brothers. He was graduated from South Philadelphia High School (one of his classmates was Fabian), where he had entertained fellow students on special school events.

### Patsy Cline—Decca

Patsy Cline, along with her Decca labelmate, Kitty Wells, are two of the more consistent best-selling femme country vocalists around today. During the past several years, she has also made frequent appearances on the pop charts, her most recent Top 100 dishing being "Heartaches." But, it was back in 1957 that Patsy displayed dual-market potential. On the CBS-TV network TV'er, Arthur Godfrey's "Talent Scouts," that year the audience applauded her the winner among the other contestants. Her song that night was "Walkin' After Midnight," one of her biggest hits. Patsy, born in Winchester, Va., has, like so many other country-originated performers, a background as an entertainer begun at an early age, when, in her first public performance, she won a tap-dancing contest—in Patsy's case, aged 4. Patsy was still in her teens when she joined the "Grand Ole Opry" show, after being discovered by the Opry's Wally Fowler, who was playing a theatre in Winchester.

### Nat King Cole—Capitol

Proof-positive that the real greats never fade away is Nat "King" Cole. Although the talented performer hasn't had a big hit in several years, he broke the barrier in 1962 with "Ramblin' Rose" and "Dear Lonely Hearts." The artist first toddled into the musical world at four, when he was able to pick out a fairly good two-handed rendition of "Yes, We Have No Bananas." In 1937, after finishing high-school, Nat joined a road company of the revue, "Shuffle Along." The show broke up a few months later when a sticky-fingered member of the troupe shuffled off with the show's \$800 treasury. Broke and jobless, Cole worked as a piano player in "practically every beer joint in Los Angeles," never making more than \$5 a night. Then Nat formed his famous Trio. From then on his career went into high-gear. The popularity of the group grew and they played some of the best clubs in the country. In 1942 he joined Capitol Records, as a single, and from the very first decks such as "Nature Boy" and "Mona Lisa" he achieved star status. When he is not traveling on the road Nat lives quietly with his wife, two daughters and son Nat Kelly who was born Feb. 8, 1959.

### Shirley Collie—Liberty

The Liberty label's big country attraction is a versatile performer. She's a singer, plays rhythm guitar, bass fiddle, autoharp and other string instruments. She sings equally well anything from her vast repertoire of folk ballads, to the difficult art of the American yodel, and her voice blends well from duets to full vocal groups. The performer has had 15-years-experience in radio, five on TV. She is married to Biff Collie, country deejay and entertainer. Her big hits on Liberty include "Willingly" and "Chain of Love."

### Perry Como—RCA Victor

Perry Como's first ambition was to be the best barber in Canonsburg, Pa., where he was born in May, 1912. He did get his own shop when he was 15, but his singing ability eventually took him out of the shop and onto the bandstand. From 1933 to 1942 he toured with the Ted Weems band and learned the business the hard way, doing one-night stands. After the band was disorganized, Perry accepted a radio spot with CBS which gave him more prominence and soon led him to night clubs and theaters. Since 1945, Como has climbed steadily as one of the most talented and most admired performers in the business. The past decade has found the crooner content to be a TV performer and recording artist. His long association with RCA Victor Records has been profitable for him and for the label. As a recording artist, Como has garnered a phenomenal number of gold disks, and his "Prisoner of Love" has become one of the all-time best-sellers. During the past year, the singer has had a best-seller in "Caterina" and his LP "By Request" went on the charts shortly after its release. Perry Como has also won many awards and honors during his successful career, including "Personality of the Year" by the Variety Club and a testimonial dinner by the Friars.

### Ray Conniff—Columbia

For both himself and other artists on the Columbia label, Ray Conniff has spelled top sales success. For himself, Conniff has achieved international recognition for a series of LP's, beginning with "S Wonderful" in 1956, that mostly made use of mixed choruses as instruments of an orchestra. For other performers, Conniff has arranged such hit disks as Johnnie Ray's "Walking In The Rain," Guy Mitchell's "Singing The Blues" and three smashes by Johnny Mathis, "Wonderful, Wonderful" (Mathis' first hit), "It's Not For Me To Say" and "Chances Are." By the time he began his Junior year in high school, in his hometown of Attleboro, Mass., Ray was an accomplished trombone player and, with the aid of a mail-order transposer, an arranger. This eventually led to associations with the likes of Bunny Berrigan, Bob Crosby, Artie Shaw, Walter Schumann, Meredith Willson and Harry James. His four-year association with Shaw established his prowess as an arranger. Ray's ideas are well-suited to stereo, and, in fact, he has lately made cross-country jaunts with a show called "Concert In Stereo."

(Continued on page 76)

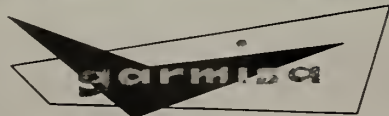


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# BIOS OF 1962's LEADING ARTISTS

(Continued from page 74)

## Sam Cooke—RCA Victor

Not long after rock 'n roll began to make it with the teenagers, singer Sam Cooke successfully appeared on the scene, and has been a hit-maker since.

A former member of the famed Gospel group, The Soul Stirrers, Cooke first came through with a million-selling ballad side, "You Send Me," on the Keen label. This was followed by such other clicks for Keen as "Cupid," "Everybody Likes to Cha-Cha" and "Sweet World." After he moved on to Victor, Keen released a master, "Wonderful World," which was also a Top 100 side.

Cooke's big sides for Victor include "Chain Gang," "Twistin' the Night Away," "Having a Party," "Bring It On Home to Me," "Somebody Have Mercy On Me" and "Nothing Can Change This Love." A number of LP's have been good sellers.

The artist, in his middle 20's, was born in Chicago. He can play the guitar and considers swimming as one of his hobbies.

## Dave Baby Cortez—Chess

Cortez was a pioneer in making the organ a big factor in today's rock sounds. His influence in this area goes back a few years ago with a smash date called "The Happy Organ," on his former label, Clock Records, and other successes. Now with the Chess diskery, Cortez has most recently made big chart news with "Rinky Dink." He is a young (20), self-taught musician who likes to spend his leisure hours doing sketches. Born in Detroit, Cortez is managed by Wolter Moody, and is booked through the Jolly Joyce Agency.

## The Crystals—Philles

Before Bobby Sox & The Blue Jeans scored with "Zip-A-Dee-Do-Do," the Phillies label's single attraction was a femme singing quintet called The Crystals. Considering the girls' hit output, it seemed that the label could do quite well with just their presence in its stable. During 1962, the larks scored with some of the more distinctive teen sounds, including "There Is No Other (Like My Baby)," "Uptown" and "He's A Rebel." They also have an LP to their credit, "The Crystals Twist Uptown."

The Brooklyn-born performers, who began singing together in high school, were brought to the disk fore by label owner Phil Spector, one of the top indie producers around, who discovered them in New York. Spector is also their personal manager.

Names of the girls, all in their middle or late teens, are Lola, Mary, Dee Dee, Barbara and Pat.

## King Curtis—Capitol

King Curtis is one of those performers who's always in on the wax sessions. The tenor sax star, who's been appearing in clubs and theatres all over the country with his twistin' combo, has probably recorded behind the big names as much as any saxist around. The Ft. Worth boy has backed up the likes of Sarah Vaughan, Bobby Darin, Eddie Fisher, the Shirelles, Dinah Washington and almost hundreds of others.

The artist finally came into his own this year when his "Soul Twist" on Enjay busted wide open on both the pop and r&b charts. He was later signed to a Capitol pact and clicked on the label with "Beach Party." He's also represented in the LP dept. with "Country Soul" on Capitol.

## Bill Dana—Kapp

"My name . . . Jose Jimenez" that introduction, in Spanish dialect, has meant for millions of folks who watch TV, buy records or go to night clubs broken English of an hilarious order.

Bill Dana, the creator and voice of Jose Jimenez, has led a double-life in show business. Not only has he taken the spotlight as a performer, but has been the behind-the-scenes writer of many a skit, both for himself and others, including Steve Allen, on whose TV'er Jose was first presented to the public, and has also written some songs, one of which, "All About Love," was recorded by Steve Lawrence and Barbara McNair. This year the laughman clicked with his "Jose Jimenez Talks To Teenagers" LP.

Besides his Jose success, Dana had a well-received comedy partnership with Gene Wood, an old friend and college buddy (Dana & Wood), scoring first on TV and later on in many a "chic" nitery.

His association with Steve Allen is connected with Don Adams, a regular on the Allen TV'er, including Allen's old "Tonight" show. Dana had written many monologues for Adams' nitery stints. After Allen had learned that Dana was writing material for Adams, he asked Dana to write for him.

The Jose Jimenez character was the result of a collaboration of Dana and another Steve Allen comedy writer, Don Hinkley, and a suggestion by Allen that Dana do the part.

Dana was born on Oct. 25, 1924 in Quincy, Mass. (his real last name is Szathmary). He is a graduate of Emerson College.

## Bobby Darin—Capitol

"Splish Splash" was the first link in a long chain of hits that helped make Bobby Darin the darling of the teen set. "Mack The Knife" was the deck that helped put the Atco recording star over the top with the adult crowd as well. It was also the deck that helped him win NARAS Grammy awards for "The Best New Singer" and "The Best Record

Of The Year" for 1959. Since then his nightclub and TV stock soared to the point where he can virtually write his own ticket for these mediums. He has also gone on to pic stardom, appearing in "Come September"—for which he penned the musical score.

Darin, whose amazing versatility also includes cleffing hit tunes, playing the piano, vibes, drums, guitar and dancing among others, was born Robert Walden Cassotto, May 14, 1936 in New York City. His father died several months before he was born and was raised, on a relief, by his mother and older sister, Nina. He graduated with honors from the Bronx High School of Science and won a scholarship to Hunter College. He dropped out after one term, tho, deciding that acting was his profession. He began writing commercial jingles, after a long period of unemployment, with close friend Don Kirshner (now a top music publisher). This led to making demo records and finally a Decca Wax Pact. After many flops on Decca and Atco he cut his self-penned "Splish Splash."

In 1960 he married screen star Sanda Dee. They have a son, Dadd Mitchell, born Dec. 16, 1961. Personal mgr. is Steve Blauner.

This year Darin signed a new wax deal with Capitol and led off in hit single style with "If A Man Answers," the title tune of the pic in which he and his wife star.

## Jimmy Dean—Columbia

Jimmy Dean, whose Columbia recording of "Big Bad John" became a runaway all-market best-seller is a relaxed, easy-going young man who practices his own advice: "Grin once in a while; it's good for you."

Born 32 years ago on a farm outside Plainview, Texas, Jimmy began his musical career at the age of 10, first learning to play piano, then mastering the accordion and the guitar.

Jimmy's musical and Air Corps careers developed simultaneously. He filled in as a replacement with the "Tennessee Haymakers," a country-music quartet made up of Air Force buddies who played off-duty hours in Washington, D. C. base bars for \$5 a night.

In 1952, Jimmy caught the shrewd eye of Cannon B. Gay, who hired him to sing and play for the U.S. troops in the Caribbean. After this tour, Dean worked on local radio and TV stations in Washington. In April 1957, he auditioned for a projected Television Network show—and won. After that, he was heard on his own weekly Saturday afternoon show, then appeared as a guest on many top TV programs. He also toured the summer circuit in the title role of "Destry Rides Again."

Jimmy is married to the former Sue Wittauer of Washington, D. C., and they have three children, Gary, Connie and Robert.

The best-selling vocalist followed his blockbuster, "Big Bad John" with the hits "P.T. 109" and "Little Black Book."

## Joey Dee—Roulette

Joey Dee, along with the Starlighters, were one of the main influences in making the twist an international craze. The group had been playing together for over 3 years and at the Peppermint Lounge for one when the nitery developed into a goldmine. Since then, they've hit the top spot with "The Peppermint Twist"—as well as smashing thru LP-wise with "Doing The Twist At The Peppermint Lounge." Joey went on to click with "What Kind Of Love Is This" and "I Lost My Baby" among others.

The Starlighters consist of 4 members. Carlton Latimer, 22, on organ; Willie Davis, 21, on drums; Larry Vernieri, 21, who sings and dances; and David Brigotti, 21, who also sings and dances.

Joey Dee was born on June 11, 1940 in Passaic, New Jersey. He has 5 sisters and 3 brothers ranging from 17 to 42. Joey is 5 feet 6 inches and has black wavy hair and black eyes. The Roulette Records star's favorite foods are pizza, hot dogs and spaghetti. His hobbies are swimming, dancing, music and reading. Joey prefers to wear casual clothes rather than getting dressed up.

Among Joey's pic credits is "Two Tickets To Paris"—which is also the tag of a Roulette LP.

## Dion—Columbia

Dion's career has had many stages. Originally a single act, he was teamed with a group called the Timberlones on the Mohawk label. Laurie then signed him and teamed him as lead singer with the Belmonts. This association produced such hits as "Teenager In Love," "I Wonder Why," "Where Or When" and "No One Knows."

When the group split, each going their separate disk ways, Dion came through as a solo with "Lonely Teenager," and really came through with "Runaround Sue," a number one hit. Most recently, he clicked with the back-to-back, "The Majestic" and "The Wanderer," "Born To Cry" and "Love Came To Me." Last year he extended his activities to include nitery work, earning plaudits for his club debut at New York's International.

He was born Dion DiMucci in The Bronx, New York, attended Theodore Roosevelt High School there and now lives with his parents and two younger sisters in Westchester County.

The songster recently joined the Columbia label and will have his first session out in Jan. of '63.

## Vincent Edwards—Decca

Vincent Edwards began his career as a recording artist. His album chart-rider this year was "Vince Edwards Sings" on Decca, after already having established himself as the star of the new hit medical TV series, "The Ben Casey Show."

Edwards was born in Brooklyn and attended Ohio State and Hawaii Universities where he distinguished himself as an intercollegiate swimming champion. Following college he studied acting at the American Academy.

His thespian career was professionally launched with a small role in "High Button Shoes" on Broadway. This was followed with a road tour in "Come Back Little Sheba." As west coast television grew in stature Edwards went to Hollywood where he appeared in numerous programs. His ability caught the eye of James Moser, the producer of Casey, and Edwards was given the starring role in the show. The rest is history.

The chanter-actor dabbles in creative writing, pilots an airplane and stays in shape by lifting weights and regular gymnasium workouts.

## Little Eva—Dimension

When the hit songwriting hubby-wife team of Carole King and Jerry Goffin were looking for a baby sitter, the Cookies (of "Chains" fame) suggested their new school chum Eva Boyd. The youngster so impressed the duo that she was hired immediately. Eventually, the team began to notice that Eva was a music lover and sang along with them when they worked on their songs. She was tried out on a few demos, the results were fine, and a Dimension contract followed. Her very first session, "Loco-Motion," hit the top spot on the charts and was followed in hit style by "Keep Your Hands Off My Baby."

Eva, managed by Nevins-Kirshner, calls Belhaven, N.C. her home town.

## Everly Bros.—Warner Brothers

At last count, the Everly Bros., who recently were discharged from the Marine Corps, have accounted for the sale of over 15 million records world wide. This fact alone puts them in a special category reserved for only the biggest stars.

Don, 25, and Phil, 23, were born in Brownie, Ky., to Ike and Margaret Everly, then well-known country artists, and made their professional debut on radio station KMA-Shenandoah, Ia., when they were six and eight respectively. Several years of touring as a family unit followed with winters off for schooling. Mr. and Mrs. Everly retired when the boys finished high school and it was soon after that Wesley Rose of Acuff-Rose brought them under his wing. He had them signed to Cadence Records. "Bye Bye Love" started the fantastic string, and was immediately followed by such outstanding hits as "Wake Up Little Susie," "All I Have To Do Is Dream," "Bird Dog," "Take A Message To Mary," "Let It Be Me" and "Like Strangers." Last year the Everlys were signed to Warner Bros. Records and continued to turn out the hits, including "Cathy's Clown," "Walk Right Back," "Ebony Eyes," "So Sad," and "Don't Blame Me," "Crying In The Rain" and "Don't Ask Me To Be Friends" among others.

## Shelley Fabares—Colpix

Shelley Fabares is one of the most versatile young talents to come along in quite a while.

The lark, who plays the role of Donna Reed's daughter on the successful TV'er, started her show biz career as an actress because her mother decided it would be an ideal way to develop poise.

Her big acting break came in 1953 with an appearance on a Frank Sinatra spectacular. From there she moved handily into dramatic parts on a flock of top-rated TV shows. Her slick break came in 1955 with "Never Say Goodbye." Since then she has had featured parts in "Rock Pretty Baby" and "Summer Love."

Shelley recently launched a singing career with her first tune for Colpix, "Johnny Angel." Almost overnight the tune rode up the charts to the number 1 slot and another dimension was added to Shelley's versatile bag of talents.

## Bent Fabric—Atco

Bent Fabric, who clicked this year with "Alley Cat," has long been involved in the music business from many angles. He is the head of Metro-nome Records but his executive duties do not prevent him from being an A&R man, composer, pianist, and TV personality.

Only in his middle thirties now, the multi-talented artist had a jazz band when he was still a teenager and cut some early Danish jazz records. However, Bent soon went into the pop field where he has remained ever since. He took over the Metro-nome in Denmark in 1950 when the Sweden-based organization started to expand to other European countries.

Throughout the years Fabric, whose real name is Bent Fabricus-Bjerre, has been composing pop songs, writing movie scores and playing his piano, although his public appearances outside TV have been more infrequent in recent years.

Currently, he is the star of the popular Danish television program, "Around The Piano." "Alley Cat" was originally composed as the theme song for the TV'er.

(Continued on page 78)

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## BIOS OF 1962's LEADING ARTISTS

(Continued from page 76)

### Ferrante & Teicher—United Artists

Arthur Ferrante and Louis Teicher have been playing piano together since they were six years old when they met as students of the Julliard School of Music. Ferrante, a native of New York City, and Teicher, from Wilkes-Barre, Pa., were both encouraged early to pursue musical careers.

Following schooling and a brief period of concert work they returned to Julliard as faculty members. During the next few years they combined teaching with a limited concert schedule but increasing popularity forced them to give up teaching in 1947 for full time concert work. Gradually they drifted into popular music and for two years were the resident piano team on ABC's "Piano Playhouse." After recording extensively for several companies they went to United Artists and began a string of flick theme hits; first was "The Apartment," next "Exodus" and "Tonight" from "West Side Story."

### Flatt & Scruggs—Columbia

Having never swayed from their traditional style, Lester Flatt and Earl Scruggs are two of the best known exponents of bluegrass music in the entire country field. The Columbia recording stars rode the Top 100 with "Ballad Of Jed Clampett," which is the main-theme of the new hit TV series, "The Beverly Hillbillies."

The boys have never drifted towards a "pop" sound as so many other country musicians have. Their group consists of Scruggs on the five-string banjo (playing the three-finger style he virtually invented) and Flatt on guitar, and a fiddle, a mandolin, a bass and a second guitar. Their most distinctive sound comes from the fact that none of their instruments are electrified. The boys often add wild, soaring vocals of old folk songs, usually dealing with unhappy love.

### 4 Seasons—Vee Jay

The 4 Seasons, who skyrocketed to the pinnacle of the charts with "Sherry" and "Big Girls Don't Cry," were unknown just days before "Sherry" was released. Proof-positive of the show biz dream of the "overnight success" is the fact that the boys are now a household name among record buyers across the nation.

All four boys hail from New Jersey. They are Frankie Valli, Bob Gaudio, Nick Massi and Tommy DeVito. Except for Bob Gaudio, who joined the group after leaving the Royal Teens, the other boys have been working together for about six years as the Four Lovers.

Prior to their current smash, everything seemed to be going wrong for the group. However, on a chance visit to Gotham, Frankie met independent record producer Bob Crewe. Crewe decided the group could still make it if they were given the proper material and took the artists under his wing. The second record they came up with was "Sherry." The rest is history.

### Ella Fitzgerald—Verve

Ella Fitzgerald was voted the outstanding female vocalist of 1961 in the Playboy Annual Jazz Poll awards earlier this year. She has been similarly titled by other groups for her vocal abilities.

Born in Newport News, Virginia, she began her career in an amateur night competition in Harlem in 1935. Soon after, she was singing with the Chick Webb band and remained with it until his death in 1939. Since that time, she has sung with virtually every important jazz band in the country, and credits Duke Ellington with helping her to develop the singing style that has become her trademark.

Ella Fitzgerald is one of the few jazz vocalists whose disks sell well in all markets, and she is frequently represented on the charts with her Verve LP's. The lark has also gotten her share of gold disks during her career, and her recording of "A-Tisket-A-Tasket" was a million seller at a time when this was almost impossible to accomplish.

The songstress has appeared in films, on TV and radio, and appears regularly at clubs throughout the country that feature the best in jazz entertainment.

### Connie Francis—MGM

Connie Francis is undoubtedly one of the most successful female voices on the disk scene today.

The U.S. market is only part of her domain as a lark Queen, for she has also made most of the other parts of the world her own—and in a unique manner.

In non-English speaking countries, the performer cuts her hit recordings in the native tongue, including French, German, Spanish, Italian and Japanese.

In the five years she has been recording for MGM Records, Connie has sold over 23 million disks and has been awarded eight gold platters by the label for sessions that have sold at least 1 million each.

The 22-year-old artist, born in Newark, N.J., (real name: Constance Franconero), first made her mark in show business at the age of 11, when she was heard, as a singer and accordionist, on the early juvenile-performer TV'er, "Starline," presented by George Scheck, now her manager. A

year later she was a winner on Arthur Godfrey's "Talent Scout" show.

She was signed to MGM Records when she was 17, and nothing too noteworthy happened for seven or eight records and soundtrack chors for rock 'n roll flicks. But her father, who plays the concertina as a hobby, suggested that she record a triplet-backed reading of the oldie, "Who's Sorry Now"; she did and soon had her first million-selling single.

Apart from singles, Connie has cut a host of varied-themed LP's, and has done major nitery-TV stints all over the world. The chirp is currently represented on the singles charts with her fast-rising "I'm Gonna Be Warm This Winter."

### Judy Garland—Capitol

If "Rhapsody In Blue" brought jazz to concert halls, then Judy Garland, over the last decade, has done a similar chore for the popular song.

Ever since the star hit the concert hall road back in 1951—a tour of the British Isles—she has been welcomed at such long-hair establishments as The Met and Carnegie Hall with the fervor of an opera prima-donna or top-flight conductor and/or soloist.

Her hold on her fandom was amply demonstrated in 1961 with the release on the Capitol label of her Carnegie Hall "recital" earlier in the year, "Judy Garland at Carnegie Hall," which despite its 2-LP format, held the number one position on the LP charts.

Judy, as she sang in "A Star Is Born," was practically "Born in a Trunk," having been the third of three daughters born to vaudevillians Frank and Ethel Gumm in Grand Rapids, Mich. (her real name is Frances).

A stint with her sisters as The Glumm Sisters (one time the team's name was spelled The Glum Sisters on the marquee of the Oriental Theatre in Chicago, which reportedly led to her being named Judy Garland by headliner George Jessel, who had comforted the tear-filled group, noting that Judy was "as pretty as a garland of flowers") ended when her two sisters got married. But, soon after, Judy was on her way to flick stardom after Lew Brown, of the famed writing team of DeSylva, Brown and Henderson, thought she could make a go of it in the medium (after many musical pics, including "The Wizard Of Oz," Judy received a dramatic role in 1961 in "Judgment of Nuremberg").

### Barbara George—Sue

One of the many records that clicked first in the R&B field and later developed into a big pop hit was Barbara George's "I Know" which rode both the Top 100 and the R&B charts last year.

The thrush was born on August 16, 1942 in New Orleans, Louisiana and attended the McCarthy elementary school there. She started singing at 13, when attending Carter G. Woodson Jr. High School, by chirping in her church choir.

Barbara's first professional job was in a small Louisiana night spot. Her original style and personality led to a recording contract with A.F.O. Records where she cut the smash single. She also had a hit with her version of "You Talk About Love."

### Stan Getz & Charlie Byrd—Verve

Tenor saxist Getz and guitarist Byrd are the leading Bossa Nova names in the U.S. Through a disk teaming for Verve (Getz is a Verve pactee, Byrd cuts for Riverside), the pair came up with a top Bossa Nova LP, "Jazz Samba," from which 1962's most successful Bossa Nova single, "Desafinado," was culled.

Byrd had a big say in starting the big Bossa Nova boom in the States. During a tour of South America for the U.S. State Department in 1961, Byrd picked-up the Bossa Nova sound and began playing it as part of his repertoire. Though his Bossa Nova success has spotlighted his jazz talents, Byrd is also known for his readings of classical guitar music, and, in fact, once studied with the famed long-hair guitarist, Andres Segovia. Byrd was born Sept. 16, 1925 in Chuckatuck, Va.

Getz is one of the mainstays of modern jazz, as purveyed in both big-band and combo settings (he presently does p.a.'s with his own quartet). The performer's hometown is Philadelphia, where he was born on Feb. 2, 1927.

### Don Gibson—RCA Victor

Don Gibson makes disk news as both a songwriter and writer. Reading his own effort, "Oh Lonesome Me," Don clicked in a big way in the country and pop fields in 1957, and most of his hits since then have been with his own numbers. His "I Can't Stop Loving You" was revived in smash Top 100 fashion by Ray Charles in 1962.

Don was a professional at the age of 14 in his own hometown, Shelby, N.C. He eventually moved to radio station WKNX-Knoxville, Tenn., where he farmed his own band. There followed years of dance dates, local radio and TV shows, and hours of lonely work over his guitar in his own especially-equipped recording trailer.

The performer, an exclusive RCA Victor Records' artist since 1957, lives with his wife, Polly, in Powell, Tenn.—on the outskirts of Knoxville. His hobbies are movies, reading and dogs.

(Continued on page 80)



# Best Wishes

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CURRENT HIT ALBUM



## "NEIL SEDAKA SINGS HIS GREATEST HITS"



# BIOS OF 1962's LEADING ARTISTS

(Continued from page 78)

## Robert Goulet—Columbia

The new 'darling' of the female set is Columbia's rapidly rising young singing star Robert Goulet. Since having won national recognition as Sir Lancelot in the B'way hit "Camelot," he has become an idol of the distaffers. His big romantic voice and his TV appearances has won him a large and loyal following as evidenced by his top selling LP, "Two Of Us." His just-released package is tagged "Sincerely Yours." In addition, he grabbed off a nice share of the "What Kind Of Fool Am I" singles sales melon. Recently he embarked on a entirely new career with his successful club act opening at the Shoreham Hotel in Washington, D.C. This was followed by rave reviews at the Plaza's Persian Room.

Robert was born in Lawrence, Mass. and moved to Edmonton, Alberta, Can. when he was 13. At 17 he became a radio announcer and two years later, while continuing his work in radio and television, he entered the Toronto Conservatory of Music on a scholarship.

## Joe Henderson—Todd

"Snap Your Fingers" was not only Joe Henderson's 'stepping stone' it also turned out to be the year's biggest dual-market, pop-r&b chart items of the year. Title was also the tag of his debut LP for the Jay-Gee-distributed Todd label.

Joe, who's 24 years of age, was born in Como, Miss. He was raised in Gary, Ind., where he attended Roosevelt High School. In 1958 he moved to Nashville, Tenn. His music career was started by singing in a church quartet. He sang bass with the Fairfield Four a well known spiritual group and shortly thereafter formed his own group, the Silver Quintet.

Joe's talents also spread into the clefting dept.—being responsible for "Baby Don't Leave Me" and "Right Now" among others.

## Etta James—Argo

Etta James hails from Los Angeles where she developed a serious interest while attending high school. The lark's deft handling of a song soon brought her to the attention of Argo Records and a recording contract ensued.

Etta is frequently represented on the R&B chart and her Argo single, "Stop The Wedding" was a best-seller for many weeks. Her versions of "At Last," "Dance With Me Henry," "Something's Got A Hold On Me" and her latest, "Would It Make Any Difference" were all money-making hits.

## George Jones—United Artists

George Jones not only copped top honors as this year's most programmed vocalist, his United Artists waxing of "She Thinks I Still Care" was one of the year's top tunes. His rapid rise to stardom is currently being capped off by his "A Girl I Used To Know." "Big Fool Of The Year" double-header.

Jones was born on Sept. 12, 1931, in Sarasota, Texas. At the age of nine he began playing the guitar and at 12 wrote his first song. Uncle Sam beckoned in '51 and in '53, after his discharge from the Marines, he returned to Beaumont, Texas. In '54 he joined the Houston Jamboree, followed this as a regular with Shreveport's Louisiana Hayride and an appearance on the trade charts with his starday original, "Why Baby Why." He then became a favorite with Opry fans in '56, joined the Mercury roster, and smashed thru with "White Lightning" and "Who Shot Sam" among others.

George, is now with UA, along with co-worker and friend George Riddle, who sings harmony and fronts his show, and is in constant demand in the U. S. and Canada.

## Bert Kaempfert—Decca

Bert Kaempfert, the German maestro known here for his big 1961 hit, "Wonderland By Night" (a salute to Manhattan), can approach the music business from almost every musical angle. He plays four instruments (piano, his first love, clarinet, saxophone and accordion), composes (e.g. "Wonderland"), arranges and is a producer for Germany's Polydor label (Decca releases his sessions here).

Bert was born in Hamburg, Germany, of an old Hamburg family, and is an only child. Showing musical gifts at an early age, Bert is a graduate of the Hamburg School of Music.

He, his wife and two daughters live in a roomy house in a quiet suburb of Hamburg. His favorite hobbies are fishing and boating, and he enjoys detective stories, wild west novels and a "good" film. His "pet hates" are (1) the telephone, and (2) getting up in the morning.

Kaempfert saw plenty of chart action this year with his singles, "Afrikaan Beat" and "That Happy Feeling."

## Claude King—Columbia

Sure-fire proof of the popular acceptance of country artists is Claude King. The chanter is currently picking up dual-market coin with his Columbia wax of "I've Got The World By The Tail."

King was born in Shreveport, Louisiana and spent his childhood in a rural atmosphere. The future

star got his first guitar when he was 12 years old which he bought from a farmer for fifty cents. Almost immediately, the youngster began writing songs.

The songster attended the University of Idaho and went to business college in Shreveport. During his school years he participated in baseball and football. Prior to scoring with his current deck, Claude hit with "The Burning Of Atlanta," "Wolverton Mountain," "The Comancheros" and "Big River, Big Man."

When he is not on the road or recording, the chanter can be found enjoying himself with his first great love—hunting.

## Kingston Trio—Capitol

When San Francisco publicist Frank Werber heard three collegians singing at The Cracked Pot in town he knew he heard a good thing. Immediately he signed Nick Reynolds, Bob Shane and Dave Guard to a personal mgmt. pact. Because colypso music was in vogue at that time, '57, they chose the name Kingston Trio. They were brought to vocal coach Judy Davis and practiced in a lost above Frisco's "discovery club"—The Purple Onion. They were booked there for a week and were so successful that their try-out was extended to a month-run. Later on, while playing at the hungry 1, they recorded an LP for Capitol. A single, "Tom Dooley," was culled from the successful LP and the meteoric rise followed. Their hit singles now include "Tijuana Jail," "M.T.A.," etc. and in the LP dept. it's "Close Up" and "Something Special" among others.

The trio is made up of Bob Shane, born in Milo, Hawaii, Nick Reynolds, from Coronado, Calif. and John Stewart (formerly of the Cumberland Trio), who replaced Dave Guard—when he went on to form The Whiskeyhill Singers. John was born in Son Diego.

## Steve Lawrence—Columbia

One of the most successful nite club acts in the country is the very talented husband & wife team Steve Lawrence and Eydie Gorme. However, prior to their '57 marriage, the artists were already individual standouts in the recording and entertainment fields.

Steve's first appearance in the public eye was back in January of '52 when he won an Arthur Godfrey Talent Scout show and was invited to appear with the Godfrey cast on radio & TV for a full week. He was heard by the folks at King Records, signed, and shortly afterwards clicked with "Poinciana." A year later, he won out against a host of newcomers and name artists competing for a permanent spot on the niteley Steve Allen TV'er. In '54 he was signed to a Coral wax pact, stepping out with "Party Doll," among others. In '59, he switched over to ABC-Paramount and smashed through the top 10 hit barrier with "Pretty Blue Eyes" and "Footsteps." His "Portrait Of My Love" followed later on the United Artists banner. Steve, now with Columbia, is currently enjoying one of his biggest pop hits in "Go Away Little Girl."

His truly showbiz romance, which started when Eydie was also a regular on the Steve Allen show, led to a Las Vegas wedding and the birth of a son, David. Following the marriage the artists headlined their own hour-long TV'ers. In '58 Steve was inducted into the Army and was assigned as official vocalist of the Army Band-or-k at Ft. Myer, Va., and was used extensively in Army recruiting and U.S. Bonds programs. Since his discharge, Steve & Eydie have become the darlings of the nite club circuit, winning rave reviews everywhere they appear.

## Brenda Lee—Decca

Little "Miss Dynamite" started on the road to stardom with her first network TV appearance in 1956, has been overwhelming audiences with her spirited vocalizing ever since.

The explosive bundle of charm, who was born on Dec. 11, 1944 at Atlanta's Emory University Hospital (the second oldest of 4 children), was signed to a long-term Decca pact, almost immediately after her TV bow. From '56 to '60 the chirp ran up a consistent string of best-sellers but it wasn't until her waxing of "Sweet Nothin'" did she attain star disk status. Then she followed with a double-header, "I'm Sorry" and "That's All I Gotta Do," that earned her the first of many gold records. Her smash chain, after that, included "Emotions," "Dum Dum," "Eventually," "I Want To Be Wanted," "Fool No. 1" and "How About Me," "Heart In Hand," "Save All Your Lovin' For Me" and her most recent, "All Alone Am I."

Brenda has now enjoyed appearances on the Perry Como, Steve Allen, Ed Sullivan and Danny Thomas network outings, among others, and has started her acting career with a role in the flick, "The Two Little Bears."

In the past few years, the talented youngster has captured the imagination and hearts of people all over the world. Accompanied by her mgr. Dub Allbritten, Brenda was greeted by an enthusiastic mob scene on her '59, '60 and '61 European and South American jaunts. The President of Brazil tagged her "the best goodwill ambassador that America ever had" while Paris newspapers hailed her as the "most dynamic American artist since Judy Garland."

(Continued on page 82)

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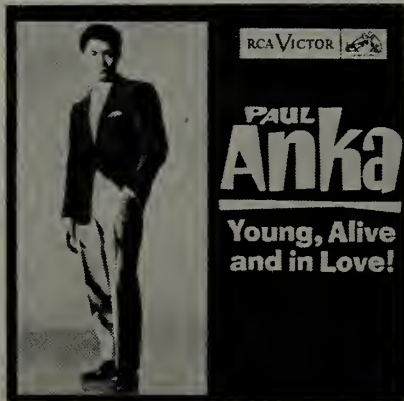
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# BIOS OF 1962's LEADING ARTISTS

(Continued from page 80)

## The Lettermen—Capitol

The diverse backgrounds of the three Lettermen might at first appear to be incompatible, but not so, say the boys who are consistently on the LP charts with their Capitol albums.

Robert Engemann, born Feb. 19, 1936 in Highland Park, Mich., was a missionary for two years and is now an elder in the Mormon Church though just 26. Tony Butalo, born Nov. 20, 1940 in Sharon, Pa., a veteran night club and studio singer, proudly points out that he is one of the few full-blooded Croatians in the world. Croatia, he will tell you, is a small country in Europe now a part of Yugoslavia. Jim Pike, born Nov. 6, 1936, is the one genuine Letterman in the group: he excelled in football at Idaho Falls High School. The group originally organized in 1960, when they met in Los Angeles, and had one release "Their Hearts Were Full Of Spring" for Warner Bros. Individually, Tony had been a member of other groups dating back to the famed Mitchell Boys Choir; Robert had appeared with Lawrence Welk; Jim had performed in the Louis Prima-Keely Smith show at Hollywood's Moulin Rouge. Bob and Jim met at Brigham Young University singing in local groups and then formed the future when they joined up with Tony two years ago.

## Enoch Light—Command

Enoch Light, who runs the Command and Grand Award labels for Am-Par, may eventually be dubbed "Mr. Stereo" in the record industry's history books. His success in producing the tremendous "Percussion" smash LP has been almost unbelievable. His latest venture in the progress of sound was "Stereo 35 mm," which produced a number of big LP's. In 1962, Command began a series of musical comedy and spoken word LP's with releases of "Carousel" and "School for Scandal," respectively.

Light, who holds a B.A. from Johns Hopkins and an M.A. from New York University, achieved national recognition as one of America's ten top bandleaders in the late 1930's, and has been starred at leading hotels and theatres.

He has recorded for RCA Victor and Columbia and cut many hit albums including "The Original Roving 20's" and "The Knuckles O'Toole" honky-tonk albums. Light is a member of the Johns Hopkins Club, the New York University Club, The Lambs, the National Association of Composers and ASCAP.

## The Limelighters—RCA Victor

The Limelighters, whose trademark in music is their ability to effectively combine humor with harmony, are as erudite as they are talented. Their musical background is highlighted by best-selling albums for RCA Victor and SRO performances at supper clubs and concert halls throughout the country.

Lou Gottlieb, comic spokesman for the group, attended the University of California where he earned a Ph.D. in musicology for his dissertation on 15th Century cyclic masses. He has done arrangements for the Kingston Trio and was an original member of the Gateway Singers.

Glenn Yarbrough, lyric tenor and classical guitarist, attended St. John's College in Annapolis and studied philosophy at Mexico City College.

Banjo-playing baritone Alex Hassilev was born in Paris of Russian parentage. He fluently speaks five languages and sings in eleven more.

The boys saw a lot of chart action during the year with their LP's, "Sing Out," "Through Children's Eyes" and "Folk Malinee," all on RCA Victor.

## Judy Lynn—United Artists

From Idaho, the United Artists recording artist has made numerous personal appearances with such top names as Elvis Presley, Eddy Arnold, Red Foley and Rex Allen. As early as 1954 she was sharing emcee chores with Les Paul and Mary Ford on "Grand Ole Opry." With formation of "The Judy Lynn Show" about seven years ago, she toured the country, most of the territories and several foreign countries. "Footsteps of a Fool" is the title of the hit U.A. single to bring the comedy lass to the attention of country fans and capture the vote as Most Promising Female Artist by the nation's country music deejays.

## Loretta Lynn—Decca

When Loretta Lynn first came to Nashville, on a promo tour in behalf of her bow on Zero Records, she visited the offices of the Wilburn Bros. The fellas, Doyle & Teddy, liked what they heard and arranged to have her records distributed on a wider scale here and signed her to their Wil-Helm Agency.

The lark started her singing career in Custer, Wash., where she had moved from her home state of Kentucky. She started her own band there and while working a long club date was discovered by Zera execs. Her initial outings on the label, including "I'm A Hanky Tank Girl," received so much deejay acceptance that Decca officials grabbed up her contract. On Decca she immediately clicked with "I Walked Away From The Wreck" and recently rode high with her biggest deck to date, the appropriately titled "Success."

## George Maharis—Epic

Maharis, who made his chart debut with "Teach Me Tonight" and more recently with "Baby Has Gone Bye Bye" on an Epic, began his show business career as a singer, working the night club and

band circuits. After touring the midwest with a group called the Singing Mariners, he returned to his hometown of Gotham to study acting.

His first professional job was in Wally Cox's "Mr. Peepers" TV show, playing a Marlon type character. Immediately, the name Maharis climbed high on the preferred lists of network casting directors.

Numerous appearances in off-Broadway, summer stock and television productions followed. George's big break came when he landed the leading role in "The Zoo Story." News of his success soon reached Hollywood and Maharis was given a part in Otto Preminger's "Exodus." Currently, Maharis has a co-starring role in the CBS-TV'er "Route 66."

Despite many professional commitments, Maharis keeps the pace of a popular bachelor. He maintains his boxing prowess and pursues an active interest in the legit scene.

The thespian-chamber's first LP tagged "George Maharis Sings!" made a solid chart impression.

## Henry Mancini—RCA Victor

Henry Mancini, composer-arranger-conductor has played a major role in bringing jazz to TV with his musical backgrounds for the "Peter Gunn" and "Mr. Lucky" series and is currently the hottest writer of feature flick scores. Mancini was born April 16, 1924, in Cleveland, the son of a steel worker who used to play flute in his spare time. His father sent Hank to Carnegie Tech Music School and the Juilliard Institute. He has been a staff composer and arranger at Universal Pictures since 1952 and among the films to his credit is "The Glenn Miller Story." He wrote the score for the Bing Crosby film "High Time," and his score to "Breakfast At Tiffany's" which he wrote as well as recorded for RCA Victor, was a fabulous soundtrack seller. "Moon River" is the film's most famous selection, won an Academy Award as the top film song of 1961. He also composed music for club acts including those of such stars as Dinah Shore, Polly Bergen, Billy Eckstine and Betty Hutton. Hank lives in Northridge, California with his wife and three children.

## Mantovani—London

A comic routine ends with the line 'if everybody in the world would play a violin each day we would all be bigger and better than Mantovani. Although it may be stretching the point a bit one would still have to go pretty far to match the sounds of Mantovani's cascading strings.'

The maestra is, undoubtedly, one of the most popular orchestral leaders in the world. Everyone of his more than 20 album releases has been a best-seller in the U. S. and on many occasions he has scored heavily in the singles dept. His tours here have also met with fantastic success.

Born in Venice, Annunzio Paolo Mantovani, he inherited his sense of beauty and good taste from his father, who was first violinist at the famed La Scala in Milan, reigned over at that time by Arturo Toscanini.

His family then moved to England where they settled. His father tried his best to steer Monty into engineering but he stuck to his violin lessons. His love for music won out and at 20 Monty was leading his own orchestra at London's Hotel Metropole. London Records has been cashing in on his talent ever since.

## The Marvelettes—Tamla

The postman only had to ring once for Tamla Records' female singing group, The Marvelettes, when he delivered their smash first record, "Please Mr. Postman." Since then the group has come thru with such money-makers as "Twistin' Postman," "Playboy," "Beechwood 4-5789" and their current stand, "Strange I Know."

The group is comprised of Gladys Horton, lead singer; Katherine Anderson, Georgeanna Tillman, Juanita Cawart and Wanda Young; all are in their senior year at Inkster High School in suburban Detroit. It was at an Inkster High School talent show earlier this year that the girls were "discovered" by Tamla Records' prexy Berry Gordy, Jr. Impressed with the girls' performance he arranged a private audition and then signed them to a recording contract.

On the strength of this hit a round of theatre dates across the country is in the works. They've already chalked up impressive stints at Washington's Howard Theatre and Baltimore's Royal Theatre. An LP is forthcoming soon.

## Johnny Mathis—Columbia

A singer who offered straight ballad singles in 1956, when rock 'n roll had already taken over the singles market, could hardly expect more than meager sales.

However, Johnny Mathis, certainly in the crooning class, was able to buck the teen-beat tide with an outstanding record of singles successes that carried nary a sign of rock 'n roll.

With "better" pop songs, Mathis proved a "good-music" oasis with such singles hits as "Wonderful, Wonderful," "It's Nat for Me to Say," "Chances Are," "Wild is the Wind," "A Certain Smile," "Marla" and recently with "Gina," and host of top albums, including "Johnny's Greatest Hits," which has passed the half-million mark in sales.

These triumphs have extended Mathis' fame to concert halls, niteries, TV and pics, where he has sung the title song an three soundtracks "Lizzie," "Wild is the Wind" and "A Certain Smile".

Johnny, one of seven children, chief claim to fame, at first, was as an outstanding all-around athlete in George Washington High in San Francisco, his hometown, and San Francisco State College in high school, he established a local high-jump record, 6' 5 1/2", that has been matched only four times in the history of the Olympics. An infarmal Sunday afternoon jam session at San Francisco's Black Hawk niterie, then co-owned by Helen Noga, his manager, Johnny sang a number with the group. Helen heard him, ending Johnny's plans to teach physical education, starting a career that now shines brightly.

## Jimmy McGriff—Sue

Jimmy McGriff, who recently rode the charts with "I've Got A Woman" on Sue, was born in Philadelphia and attended Germantown High School. He attended Penn Institute of Criminology for one year then decided to make music a full-time career. After mastering the alto sax and bass fiddle he formed his trio in 1958. He started playing the organ only two and a half years ago.

The artist had his first break earlier this year when he was appearing at the Parkview Night Club in Trenton. Floyd Hall, who is now his personal manager, heard him at the club and took the young hopeful under his wing. A few months later he recorded his current chart-rider.

McGriff is a protege of Jimmy Smith who tutored him and helped him develop his distinctive organ style. He has played with such outstanding artists as Don Gardner, Arthur Prysock and Carmen McCrae.

## Vaughn Meader—Cadence

One of Vaughn Meader's assets is a resemblance to President Kennedy . . . he even has the same kind of haircut. In his takeoff of the President on the fastest-selling album in history, "The First Family," he perfectly captures the voice of the chief executive.

The laughman was born in Boston and was graduated from Brookline High School. He worked for WCOP-Boston prior to going into the Army for a four-year hitch. Vaughn started his show business as a pianist in the country field and switched to comedy while playing clubs around New England. Eventually, he came to New York and landed an engagement at the Phase 2 in Greenwich Village. He got his first big break on a "Talent Scouts" TV show this summer.

Since then, Vaughn has been signed for numerous appearances on television. He also has been set to play many of the top supper clubs throughout the country, and has recently completed a three-week engagement at the Blue Angel in New York.

## Mitch Miller—Columbia

Since May, 1958, when Mitch Miller's first sing-along LP was issued, only perhaps the comedy LP has had as great an impact in the LP field than Mitch's sing-along issues.

With well-over 2 million sales accounted for in his entire sing-along series, Miller has translated the sing-along idea into one of today's most popular TV shows.

Before his association with the sing-along LP's, Miller was a top producer at Columbia Records (his label for the last 11 years), producing such successes as Tony Bennett's "Rags to Riches," Percy Faith's "Sang from Moulin Rouge," Johnny Mathis' "Chances Are" and his own "Yellow Rose of Texas."

Like George M. Cohan before him, Mitch was born on July 4 1911 in Rochester, N. Y. In high school, he learned how to play the oboe, and is today considered one of the top classical oboe players. At 15, he was second oboist in the Eastman School of Music's symphony orchestra, though seven years younger than any of his colleagues. He played professionally with the Syracuse Symphony, Rochester Philharmonic and others.

In 1936, Mitch joined CBS radio, where for 11 years he played with the broadcasting orchestras of Percy Faith and Andre Kostelanetz, the Roth String Quartet, the Budapest Quartet and the Mannes Trio.

Before joining Columbia Records in 1950, Mitch was an A&R man for Mercury Records.

## The Miracles—Tamla

Among the more consistent vocal group names around today are The Miracles, a young members are all nineteenish quintet composed of four guys and a gal.

The team got off to a tremendous start on records with a item called "Shop Around," and, since that time, it has scored with such titles as "What's So Good About Goodbye" and "Cookin'."

Names at the members, all Detroiters, are Warren Moore, Robert Rogers, Donald White, Bill Robinson and Claudette Rodgers, who is married to Robinson.

They are managed by Berry Gordy, Jr., an exec of Tamla/Motown Records.

## Johnny & Jonie Mosby—Columbia

The team of Johnny and Jonie Mosby was started in 1957, when Johnny hired Jonie as a vocalist for his West coast dance band. The merger became permanent when they were married in 1958.

The talented twosome were signed to their first recording contract by Gene Autry who was then head of Challenge Records for which they recorded "Just Before Dawn" and "Tijuana Jail." After their affiliation with Challenge, they went on to become performers and producers for Toppa during which time they made the successful "Ain't You Ever." Currently, Jonnie & Jonie are under contract to Columbia Records and their recent hit was "I'd Fight The World."

Johnny is 27 and a native of Fort Smith, Arkansas, and Jonie is 22 and was born in Hollywood. They are the parents of two children, Tammy and Tracy.

## Rick Nelson—Imperial

At 21, Rick Nelson is already a veteran of 13 years in radio and television as co-star of the real life family comedy series, ABC-TV's "The Adventures Of Ozzie And Harriet"—that also stars brother David and his wife.

He was born Eric Hilliard Nelson, May 8, 1940 in Teaneck, N.J. the son of showbiz parents—bandleader Ozzie Nelson and thrush Harriet Hilliard. His first appearance on the long-running 118 years' series was at the age of 8. Since 1951 he has grown up in full sight of millions of TV viewers.

When he turned 16 he branched out on his own as a singer. His first session for Imperial Records, "I'm Walkin'" and "Teenager's Romance" was a twin success and he's been turning out two-sided smashes ever since. Among his chart double-headers are "Stood-Up," "Waitin' In School," "Never Be Anyone Else But You," "It's Late," "Travelin' Man," "Hello Mary Lou," "I Got A Feelin'," "Lonesome Town," "Teenage Idol" and his current hit duo, "It's Up To You" and "I Need You." Among his LP chart triumphs are "Ricky, Ricky Nelson," "Ricky Sings Again" and "Ricky Is 21."

Also included in the youngster's fabulous career are starring stints in the flicks, "Ria Brava" and "The Wackiest Ship In The Army," among others. He is also a fine athlete and has ranked high in amateur tennis standings.

## Sandy Nelson—Imperial

Imperial's Sandy Nelson has developed into one of the most consistent money-making percussionists around today. At 20 Nelson, who hails from California, has turned out hit upon hit in both the singles and LP fields. Prior to his initial success on Original Sound, "Teen Beat," Nelson had been playing drums with local bands and on recording sessions. Since joining Imperial Nelson has clicked big with "And Then There Were Drums," "Let There Be Drums," "Live It Up" and "Drums Are My Beat" among others.

## Bob Newhart—Warner Bros.

One of the recent disk biz phenomenons has been the great popularity of the spoken ward-comedy albums. Bob Newhart has been one of the major contributors to the success of the comedy LP. His humor, which a columnist has perfectly described as "poignant, funny little anecdotes which sharply penetrate today's confused thinking" has already landed him a 20-Century Fox film contract.

Newhart, a native Chicagoan, earned a Bachelor of Science degree from Loyola University and then studied law there for 2 years. He has worked at such varied jobs as accountant, cigar clerk, copywriter, shoe clerk and was on the staff of the State Unemployment Dept.—all of which provided him with a wealth of background material.

Bob's first nightclub appearance was on Feb. 1, 1960 at the Swank Tidelands Club in Dallas, Texas. His smash stand there was followed by an Elmwood Casino (Windsor, Ont.) stint and then on to a 3-weeker at Mister Kelly's in Chicago, starting Apr. 4. Later on that month Warner Bros. released his "Butt'n Down Mind" LP, which took just about 7 weeks to hit the top spot in the nation's best selling charts. His meteoric rise after that LP, included shots on the top TV shows and nite spots around the country and two more top outings. He was also a NARAS triple Grammy Award winner in '61. This year he had his own NBC network TV'er.

## Roy Orbison—Monument

Roy Orbison's dad, an oil-rig driller, has spent his life searching for black gold in the oilfields of Texas. Roy, a one-time geology student, who gave up his pick-ax for a guitar pick, has made his strike in the recording studios of Nashville.

Roy, now 26, grew up in the oil town of Wink, Texas. When his dad wasn't drilling for oil he was playing a guitar and taught Roy how to play when he was 6. He was barely in his teens when he was leading "The Wink Westeners" and conducting a talent show over the local radio station. At 16 he represented the Lone Star state at the Int'l Lions Conclave in Chicago. While a geology major at North Texas State a fellow student (and disk artist at the time) Pat Boone helped convince him to look for gold records instead of black gold.

In April of '56, he was signed to Sun Records by topper Sam Phillips and later on made chart noise with "Dooby Dooby." In '58 he signed a clobber-mgm't pact with Wesley Rose. Then he moved over to RCA Victor and from there on to Foster's Monument label, coming up with a "Top 10" outing in "Uptown." Then came his "Only The Lonely" and he's been smashing through ever since as evidenced by his "Cryin'," "Runnin' Scared," "Candy Man," "Working For The Man" and "Leah" chart triumphs.

## Buck Owens—Capitol

Buck Owens in a very short space of time has become one of the outstanding new artists in the Country Music field. Buck started in country music as a lead guitar player and was the featured instrumentalist on many recordings. He was doing very well for himself as a guitar player when he decided to give singing a try. His efforts in this new venture were for Pop records, a small California label, were brought to the attention of Capitol Records. Since joining the roster he has turned out a host of hits that include "Under Your Spell Again" (his first big success), "Excuse Me," "Above And Beyond," "Second Fiddle," "Under The Influence Of Love" and a pair with Rose Maddox, "Mental Cruelty" and "Loose Talk." He's an outstanding song-writer as well, clefing many of his own chart outings. He also has Kitty Wells' "Mammy Far A Day" in his credit.

His most recent successes include "Save The Last Dance For Me" and "House Down The Block." Born in Sherman, Texas, on Aug. 12, 1929, Buck was plinking on his mother's piano at the Pentecostal Church as soon as he could reach the keyboard. By the time he was 13 his musical ability was so apparent that his parents bought him a mandolin.

By the time he was 21 Buck played sufficient guitar to get a job with a band in a Bakersfield (Calif.) club. Later Owens joined Bill Woods' band in Bakersfield, played on the "Chuck Wagon" TV show there, became a part-time disk jockey. He even owned his own station, KAYE, in Tacoma, Wash., for a time.

He lives in Bakersfield with his wife, Phyllis, and 3 children.

(Continued on page 84)



# Season's Greetings

*and*  
*Thanks*  
*to All*



Special Thanks To  
Randy Wood

# BILLY VAUGHN



"THE NATION'S BEST SELLING RECORDS"



# BIOS OF 1962's LEADING ARTISTS

(Continued from page 82)

## Peter, Paul & Mary—Warner Bros.

Life-long interests in folk music led Peter, Paul and Mary to Greenwich Village, where they became a trio. The group toured the country from the Blue Angel to the hungry I developing their style and acquiring a loyal group of admirers. Their fortunes began to rise rapidly when they cut an album for Warner Brothers tagged after themselves. A single, "Lemon Tree," taken from the disk brought the trio into the national limelight. The album is currently riding high on the charts.

Peter Yarrow, who was born in New York in 1937, took a psychology degree at Cornell University where he was an instructor in a folk ballad course. He was discovered at the Newport Festival in 1960 and toured the nation as a solo performer.

Paul Stookey, who was born twenty-five years ago in Birmingham, Mich., thumped an electric guitar for a high school rock 'n roll group on local TV and emceed his way through Michigan State University.

Mary Allin Travers was born in Louisville, Ky., in 1937. She has appeared with several teen-age folk groups and has made it to Carnegie Hall twice. She is the only member of the group with Broadway credits having appeared in "Mr. President" with Mort Sahl.

The group had two singles on the chart this year with "Lemon Tree" and "If I Had A Hammer."

## Platters—Mercury

Vocal groups, particularly in the area of rock 'n roll come-and-go, but The Platters have been on top since 1955, when they cut their first big hit, "Only You," for Mercury Records, still their label.

In addition to consistent disk success, the team has become a major personal appearance attraction in many parts of the world.

The quartet consists of Zola Taylor, its only femme voice, who also dances, plays piano and writes songs; Sonny Turner, the vocalist who replaced Tony Williams (now a solo performer) as its lead; Paul Robi, the group's baritone voice; Herbert Reed, a bass who was once a member of the "Wings Over Jordan" Choir; and David Lynch, who does the lead work on most of The Platters jump numbers.

It's been noted that The Platters are performing 325 nights out of the year somewhere in the world. Their manager is Buck Ram, who as a writer gave the team such smash vehicles as the aforementioned "Only You" and "The Great Pretender."

Over the last few years, the group has turned to evergreens for disk material, and has scored with such oldies as "Harbor Lights," "Ebb Tide," "My Prayer" and "To Each His Own."

## Elvis Presley—RCA Victor

Every era has its national phenomena—Babe Ruth, Marilyn Monroe, Charles Lindbergh, Shirley Temple and a few select others. Elvis Presley is one of those rare phenomena. His fantastic acceptance and unbelievable sales success throughout the world are unmatched by any other recording artist popular for the same short period of time as Elvis. He is truly an artist in a class all by himself. Elvis Aaron Presley was born January 8, 1935 in Tupelo, Miss., to Vernon Presley, a paint factory employee and the late Gladys Presley. Elvis is the survivor of identical twins. There were no other children in the family. He graduated from Hume High School in Memphis. It was pure chance that brought him to a professional career and overnight fame. Elvis was going to school during the day and studying nights to be an electrician when he decided to make an amateur recording as a gift for his mother. He went to the Sun Record Company, in Memphis, and cut a record titled "That's All Right Mama." Sam Phillips, Sun's president, heard the youngster sing and saw possibilities in his unique style. He asked Elvis to leave his name for a possible audition at a later date.

Presley heard no more from Phillips for a year and a half and meantime had taken up truck driving, it being a more lucrative job (\$35.00 a week) than ushering at the theatre (\$14.00 a week). Then Phillips called and before Elvis knew what had happened, he was rushed into a recording session, a contract was signed, and "That's All Right Mama" with "Blue Moon Of Kentucky" on the other side, was released.

The night the record was played over Memphis station WHBQ, 14 telegrams and 47 phone calls hit the station during the three hour broadcast and Disc Jockey Dewey Phillips had to play the same record seven times. During the week that followed seven thousand of Presley's first records were sold in Memphis alone.

Soon RCA Victor heard the reverberations from the South, and bought Presley's contract from Sun, along with his original recordings and four additional discs. "Mystery Train," backed by "I Forgot To Remember To Forget" was one of the Sun recordings released under the RCA Victor label and was soon a run away hit. This was followed by Victor's "Heartbreak Hotel," backed by "I Was The One."

From then on, Elvis' records were the sensation of the music world. He has twenty-eight gold records and even held his leadership in his field while he was in the Army. He has an endless list of top hits.

Personal appearances, always accompanied by the screams of a sudden legion of teen-age worshippers, and nationwide TV Guest Appearances (frequently stirring up controversy because of his eloquent hip movements and gestures which accompany his singing) had been the inevitable result of his fame, and in 1956 Elvis signed a picture deal with Hollywood Producer Hal Wallis, and the deal to make his film debut for the 20th-Fox in "Love Me Tender."

Elvis followed this with "Loving You," "Jailhouse Rock" and "King Creole," all of which were enormously successful. For example, 20th Century-Fox estimated that the negative cost of "Love Me Tender" was recouped in the first three days of release, an accomplishment probably without equal in the industry's history.

However, in March, 1958, Elvis was "signed" by the U. S. Army and after basic training at Fort Hood, Texas, he was shipped to Germany in September of that year for duty with the famed 3rd Armored Division. Most entertainers end up in the Army's Special Services, but Elvis took his soldiering in the line and was honorably discharged in March 1960, with an excellent record and the rate of buck sergeant.

He made one television appearance on the Frank Sinatra "special" for a reported \$150,000 then reported to Hal Wallis for a film, "G. I. Blues." He then came to 20th Century-Fox for his starring role in "Flaming Star." Highlighting his 1962 efforts were the films "Blue Hawaii," "Girls Girls Girls," both big soundtrack sellers for Victor. One of his smash singles was "Return to Sender."

## James Ray—Caprice

Singer Ray is a strong, newer name in the pop-R&B area. The 21-year-old performer, a native of Washington, D. C., has made the grade in a big way with several singles. They include "If You Gotta Make a Fool Out of Somebody" and "Itty Bitty Pieces." Ray has had varied exposure, with the performer making stands on radio-TV and doing niter and other p.a. stints. He lists sports as his prime hobby.

## Jim Reeves—RCA Victor

Jim Reeves—one of Country (and Pop) music's most consistent hit-makers is a real westerner—having been born in Panola County, Texas. When he was a boy, too young to learn an instrument, he talked his brother into buying a guitar to accompany him as he spent more and more time singing. In a short while he was able to play the guitar himself and at the age of nine, he was already making his first appearances before audiences. When Jim was ten, he was making \$15 per week from his talent, by singing at radio station KRMD in Shreveport, La. However, show biz wasn't really his goal; Jim wanted to be a big league ball player, and while in the University of Texas on an athletic scholarship he began to show promise on the diamond. After graduation he signed with the St. Louis Cardinals as a pitcher. Toward the end of his initial season he was injured sliding into first and the team's doctor advised against any more baseball. That was when he slid into show business as an announcer on the famous Louisiana Hayride show, finally becoming featured vocalist and record star with the release of his first hit, Mexican Joe. From that time on it was Hittsville—all the way—as he chalked up Bimbo, Am I Losing You?, Four Walls, He'll Have To Go and his very latest on RCA-Victor, I'm Gonna Change Everything. Jim lives in Nashville with his lovely wife, Mary.

## Marty Robbins—Columbia

Versatile Columbia hit-maker Marty Robbins has written well over hundreds of songs. He has also appeared in a number of Hollywood movies, including "The Gun and the Gavel," "The Badge of Marshal Brennan," "The Western Musketeers," and "Buffalo Guns." His tremendous pop-country hit line-up includes "A White Sport Coat," "Singing The Blues," "Don't Worry," "Knee Deep In The Blues," "Big Iron," "Jimmy Martinez" and "El Paso," which was culled from his LP smash, "Gunfighter Ballads And Trail Songs," and "Devil Woman."

Born in Arizona, near the small town of Glendale, Marty moved with his family to Phoenix when he was 12 years old. At 19, he enlisted in the Navy and spent three years on a Pacific Island, where he taught himself to strum the guitar and began to compose songs. After Navy service, Marty tried many jobs and in his spare time he was writing songs.

Through a friend whose band was booked at a Phoenix nightclub, Marty made his singing debut. He sang several times as a guest, was later engaged for his first paying job as a guitarist in the band.

In time, Marty had his own radio show and a television program called "Western Caravan." His versatile style was developed on these programs on which he ranged from gospel songs and blues to Western ballads. Besides two radio programs daily and a weekly television show, Marty made frequent guest appearances on "Grand Ole Opry," becoming a regular member in 1953. He then began to make recordings, chiefly of his own works.

## David Rose—MGM

David Rose, who came up with a number one single this year with his instrumental tagged, "The Stripper," began thinking about a musical career when he was just a youngster in Chicago.

Starting with Saturday morning music lessons and keeping up with his studies all through school, he ultimately attended the Chicago School of Music. Upon graduation from high school, his first band job was making arrangements. He was so successful at arranging that he soon was working with Hollywood studios. In Hollywood his reputation as a top-notch composer-arranger-conductor continued to grow.

Rose's activities and interests cover a broad field. He has cut many selections for MGM Records, including his own compositions. He has arranged and conducted for the Red Skelton TV show, as well as NBC Television "spectaculars."

For many years Rose has been the conductor of the Pasadena Pops Concerts at Santa Anita and has conducted the David Rose concerts at Hollywood Bowl. The musician, who likes to enrich his musical background by exploring the tunes of other nations, goes abroad at least once a year. The conductor's LP tagged after "The Stripper," was on the album charts for more than half a year.

## Bobby Rydell—Cameo

When Bobby Rydell was enthusiastically acclaimed for his niter bow at New York's Copa in June, '61 he embarked on what could be the most important phase of his still-young career.

Born Robert Louis Rildarell on April 26, 1942, in Philadelphia, Bobby's career actually began when Paul Whiteman took him under his wing after winning a place on "Pops" show. It was also Whiteman who suggested the name change to Rydell. A few years later Bobby joined a rock 'n roll group called Rocco and the Saints—of which Frankie Avalon was also a member. It was when the group was playing a New Jersey night club that Bobby met Frankie Day—a bass player club that Bobby met Frankie Day—a bass player with another group. This meeting proved the turning point for Rydell, for Day had him signed to a Cameo recording contract and began a personal grooming campaign which included music and dance lessons and vocal coaching. The long hours paid big dividends when Bobby's records began to hit with regularity and new niter acts in one of the most exciting new niter acts in the business. Bobby's long, long chain of singles hits recently included "The Cha Cha Cha" and he just added another dimension to his career with a featured roll in the up-coming pic version of "Bye Bye Birdie."

## Linda Scott—Congress

Born Linda Joy Sampson on June 1, 1945 in Queens, N.Y., Linda Scott has been performing as a singer since she was 4 years old. She moved to Teaneck, N.J., when she was 11 and went to Teaneck High School. For the last two years she has been dividing her time between appearances at local functions and preparing for a disk career—which materialized when "I've Told Ev'ry Little Star" smashed into the top of the charts. Her next Canadian-American release, "Don't Bet Money" / "Starlight, Starbright," continued her success by scoring on both sides and so did her follow-up single, "I Don't Know Why" / "It's All Because."

In Jan. of '62 the canary moved over to the Congress label and clicked there with "Never In A Million Years," "Yessiree," and "I Left My Heart In The Balcony" among others. Currently, Linda's preparing her nite club bow.

## Neil Sedaka—RCA Victor

At 22, Neil Sedaka is one of the most consistent hit-makers in the record business today. This pinnacle has not only been attained through his hit records for RCA Victor but through his song writing talents as well. With lyric writer Howard Greenfield, Sedaka has produced "Stupid Cupid," "Falin'" and "Frankie" for Connie Francis; "Since You've Been Gone" for Clyde McPhatter, "I Waited Too Long" for La Verne Baker and "Time Marches On" for Roy Hamilton. He has also written all his own hits, which include "Calendar Girl," "Little Devil," "You Mean Everything to Me," "Happy Birthday Sweet Sixteen," "Breakin' Up Is Hard to Do" and "Next Door to an Angel."

Another facet of the Sedaka talent is his proficiency as a classical pianist. A graduate of the famed Juilliard School of Music, Sedaka had nurtured a desire to become a concert pianist until he met Howie Greenfield, a neighbor of his in Brooklyn. Together they've built up a fantastic repertoire of pop songs over the few years they've been a team.

The most ambitious undertaking by the team was to write the entire score for the MGM film, "Where The Boys Are."

## Dee Dee Sharp—Cameo

The lark, who now has three sales gliders under her belt in "Mashed Potatoes," "Gravy" and "Ride," started her rise to stardom when she answered a newspaper ad for a girl singer. Although only fifteen, she felt sure that she could fill the bill. Dee Dee's confidence in her ability was justified. Soon the young lark found herself doing background on recordings at various Philadelphia wax sessions.

As recording companies are always looking for news sounds, Dee Dee eventually auditioned for Cameo-Parkway. As part of a group she did the background on a Cameo recording that was never released. However A&R director Dave Appell was so impressed with what he heard that he asked her to sing for him alone. Unfortunately, for Dee Dee the diskery was too busy at the time to record her.

Several months later Chubby Checker cut a new tune entitled "Slow Twistin'" which seemed to lack the punch that distinguished all of his past efforts. Bernie Lowe, topper of Cameo-Parkway, came up with the idea of using a female vocalist to give the record added sound. The thrush was called in for the session and Lowe was so overwhelmed with her talent that he decided to record her first solo disk that same night. The rest is history.

## The Shirelles—Scepter

The Shirelles, composed of Shirley Owens, Addie Harris, Doris Kenner and Beverly Lee, began their musical activities as most young stars today. They were discovered while performing at their high school talent show. That was in the fall of 1957 and the girls have come a long way since their amateur performing days in Passaic, New Jersey.

Outcome of the talent show was a Decca Records contract. Their first release was "I Met Him On Sunday," which immediately established their act as a show biz attraction.

Then began their association with Scepter Records, the label formed by their manager Florence Greenberg. On Scepter the girls scored first with "Dedicated To The One I Love" and have since clicked with "Tonight's The Night," "Will You Love Me Tomorrow," "Mama Said," "Things Of The Past," "What A Sweet Thing That Was," "Big John," "Baby It's You," and "Soldier Boy."

(Continued on page 86)

Season's Greetings  
and Best Wishes  
for the  
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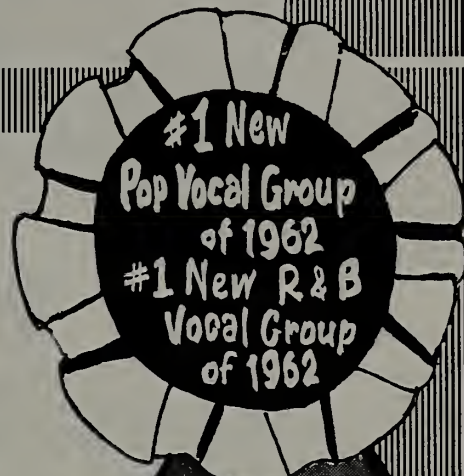


## MARVELETTES

Current Hit:

**"STRANGE I KNOW"**

Tamla 54072

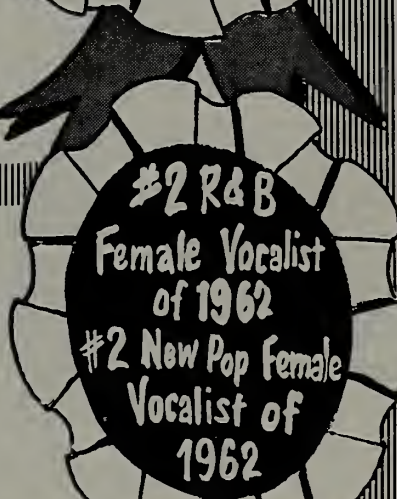


## MARY WELLS

Current Hit:

**"TWO LOVERS"**

Motown 1035

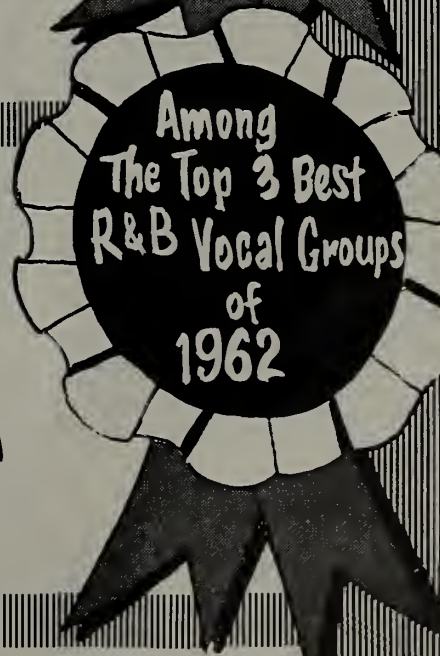


## THE MIRACLES

Current Hit:

**"YOU'VE REALLY GOT A  
HOLD ON ME"**

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# BIOS OF 1962's LEADING ARTISTS

(Continued from page 84)

## Allan Sherman—Warner Brothers

Allan Sherman is one of the few professional comedy writers who performs in front of audiences just as wittily as he writes for others. Entering show business as a gag writer and comedy brain for many top comics, Sherman, with his runaway best-selling Warner Bros. LP of "My Son, the Folk Singer" has emerged from anonymity to convulse audiences on his own.

Sherman has had plenty of experience in comedy to prepare him for his recording debut. Born in Chicago on November 30, 1924, he had one of the most eclectic educations in history, having served time in 21 public schools. This well-travelled childhood may in part be due to Allan's father, who was a racing driver and automotive engineer as well as inventor of a coal mining machine.

His writing activities began at the University of Illinois, where he studied journalism as well as wrote book and lyrics, starred and directed three consecutive Varsity Shows. About this time, World War II arrived. Following the war, Sherman set out for show business. He created special material mostly of the nightclub variety, for such performers as Jerry Lester, Joe E. Lewis, Jackie Gleason and Frances Faye.

Currently living the life of Sherman in Bel Air, California, Allan adds to his busy life the problems and joys connected with his family: wife, a boy 12 and a girl 9.

## Jimmy Smith—Blue Note

Jimmy Smith is one of a handful of performers who have given the organ a place-in-the-sun in the world of jazz.

As an exclusive proponent of the famed jazz diskery, Blue Note, he has filled the jazz LP catalog with no less than 20 LP's of his artistry as a jazz organist. In 1962, he made big pop singles noise with his Blue Note diskings of "Midnight Special."

And on album of his for the Verve label, released in 1962, gave him another Top 100 side. LP, tagged "Boshin," was the source of a hit single, "Walk on the Wild Side," the flick main-tile.

Smith was born in Norrisstown, Pa. on Dec. 8, 1926. Both his mother and father played piano, and it was his dad who gave him his first formal instruction on the keyboard.

At the Orenstein School of Music in Philly, he studied piano, bass fiddle, harmony and theory. After wartime service, he returned home and joined a number of jazz groups that played around the Newark, N.J. area. While with Don Gardner and His Sonatones, he heard Wild Bill Davis, credited as being the first modern pianist to switch to organ. He, too, switched to the organ, and by 1955, he decided to lead his own group, the first of which consisted of fellow Philadelphians Thorne Schwartz and drummer Donald Bailey. The trio clicked as an intermission group at New York's Cofe Bohemia. Since then, he has appeared at top jazz niteries and jazz festivals, and in 1962 made his first trip to Europe where he appeared at the Antibes Jazz Festival.

Smith lives in the Germantown area of Philadelphia with his wife, the former Joy Gains, a school teacher, and their 2-year-old son, Jimmy, Jr.

## Frank Sinatra—Reprise

There are no "comeback" awards in show business, but if there were, Frank Sinatra would have surely been the recipient of one.

During the early and late Forties, Frank, as the bobbysox idol, was one of the remarkable figures of the entertainment world. For the first few years of the Fifties, he was one of its most neglected.

But there's where the "comeback" award comes in. In 1953 he was well on his way back to the top, not ironically, through singing, but via his Academy Award winning role as "Maggie" in the film version of "From Here To Eternity." He is again one of the remarkable figures in the entertainment world.

Frank, born in Hoboken, N. Y., decided to become a singer after seeing, in 1936, a Bing Crosby picture. From his own group, The Hoboken Four, Frank went on to become a vocalist with Harry James, and later with Tommy Dorsey's Pied Pipers, going-it-alone in 1942.

After long disk careers with Columbia and Capitol, Frank formed his own label, Reprise.

Besides his singing and acting, his knowledge of classical music has been noted as "astounding," and his diverse interests include naval warfare.

Frank's current Reprise chart-making package is "All Alone." In the singles field he's teamed up with label-mate Sammy Davis, Jr. on "Me And My Shadow," and with Dean Martin on the flip, "Sam's Song."

## Bobby Vinton—Epic

Vinton, who hit the top slot with his Epic bow, "Roses Are Red" and followed with "Rain, Rain Go Away," is currently hot with a two-sider, "Let's Kiss And Make Up" and "Trouble Is My Middle Name" on Epic, organized his first band in high school playing proms and parties for students at Duquesne University which was near his hometown of Canonsburg, Pa. Later Vinton formed a second group which was soon a favorite at teen dances in Pittsburgh. The youngster began singing a few of the numbers with the orchestra and his vocals soon became the band's most popular feature.

Bobby's career went into high gear in 1960 when Guy Lombardo discovered him at a hop outside Pittsburgh. Some TV dates followed and soon Vinton was on his way to stardom.

In November of 1960 Bobby's crew was featured as the band of the month on NBC's Saturday Prom and played with a succession of stars including Bobby Vee and Sam Cooke. Bobby continued his fast pace in 1961, making a nationwide tour with Tony Orlando. More club dates followed—the rest is history.

Bobby likes sports, particularly baseball, which he plays almost as expertly as he does the saxophone. The multi-talented performer is currently studying acting and reading plays.

## Rusty Warren—Jubilee

The public doesn't hear Rusty Warren play Beethoven piano sonatas, but for much of her life the odds were in favor of Rusty Warren, concert pianist.

Rusty, who has sold at least a million copies of risqué comedy LP's on Jubilee, is a graduate 119501 of the New England Conservatory.

She entered the school on being a concert pianist, but after the first year, she began to have reservations about the concert field ("too much talent going unrecognized") and no "temperament and dedication to the art to fight these obstacles") and switched to popular music.

During semesters, she worked in small night clubs and hotels, first at singing and playing, then adding comedy to her routine.

The turning point in her career was when Stanford Zucker, the agent, saw her perform, become her agent, and brought her to California to perform. Her first taste of real success came at the Pomp Room in Phoenix, where in 1958 she cut her first LP, "Songs for Sinners." Her other hit LP's are "Knockers Up," "Sinsational" and "Rusty Warren In Orbit."

Rusty's hometown is Milton, Mass.

## Hank Thompson—Capitol

The versatile Hank Thompson has been up among the front runners for a number of years now, either as a vocalist, guitarist, composer or ark leader. This year, Hank and his Brazos Valley Boys have, once again, been named the most programmed band in a poll conducted among the platter spinners of country music. Also the outfit continues to be booked solid around the country, playing many spots that are usually dominated by pop artists.

The Thompson story began back in Waco, Texas, on Sept. 3, 1925, the year Henry William was born. After mastering the harmonica Hank turned to the guitar—which so impressed officials of a flour company, when they heard him over WACO, that he was sponsored on an early morning show as "Hank The Hired Hand." A '43 to '46 hitch in the Navy followed. He then auditioned as a singer on KWTX-Waco, and won a noon-time slot. His activities broadened when he put together the Brazos Valley Boys and played dances and shows throughout Central Texas. Label-mate Tex Ritter became a fan and introduced him to Capitol officials. The rest is wax history.

## Sue Thompson—Hickory

One of the biggest success stories in the past year belongs to Sue Thompson. The Hickory star skyrocketed out of the ranks of the unknowns when she stepped out with "Sad Movies" and followed with "Norman." Since then she's had "Have A Good Time," "Two Of A Kind," "James (Hold The Ladder Steady)" and her current contender, "Willie Con." She's also represented in the LP dept. with "Meel Sue Thompson." In addition to establishing her own fame, Sue gave the Hickory label it's first pop hit. The lark, who's managed by Hank Penny, has been appearing out in Vegas recently and calls Nevada, Mo. her home town. Beside her vocal talent Sue is quite prolific with the guitar.

## Johnny Tillotson—Cadence

Though only 23, the Cadence disk star boasts of an unusually intensive training program in show biz. Born in Jacksonville, Fla., April 20, 1939, he moved to Palatka, Fla., at age 8. He still calls it home) and there developed his early musical interest—country music. By the time he entered high school he had earned a local reputation as a fine performer. Then came a 3-year contract as a regular on a TV variety show, "The Tom Dawdy Show." Lee Rosenberg of Southern Belle Music heard him and arranged an audition with Archie Bleyer, Cadence Records prexy. Bleyer inked Tillotson immediately and then followed "Dreamy Eyes," (which became a hit reissue), "True, True Happiness," "Jimmy's Girl," "Without You," "Poetry In Motion," "I Keep Right On A-Hurlin'," and "Send Me the Pillow You Dream On." Tillotson, it should be noted, has developed into a country field seller as well as pop.

## Ike & Tina Turner—Sue

Among the pop-r&b chart credits belonging to Ike & Tina Turner are "Poor Fool," "I Idolize You," "It's Gonna Work Out Fine," "A Fool In Love" and "Tra La La La La."

It all started when Tina, the featured vocalist with Ike Turner and his Kings of Rhythm for the past three years, cut a demo for one of Ike's tunes—"A Fool In Love." When the scheduled artist didn't appear at the session Juggy Murray of Sue Records decided to cut Tina instead. It proved to be a wise move for everyone concerned as the song rocketed the duo to success.

Ike, 27, and Tina, 20, reside in East St. Louis, Illinois, working that area in personal appearances. Ike is a prolific songwriter, numbering among his compositions "Rocket 88," a rhythm & blues hit several years ago. He is featured on guitar with his band.

## Billy Vaughn—Dot

From singing with a vocal quartet in 1952, Billy Vaughn has developed into one of the most consistent hit producing studio ark leaders in the business. Among his many credits are a platinum record (signifying 3 million sales) for "Sail Along Silvery Moon," arranger-conductor on Pat Boone's platinum awards for "most programmed studio orchestra," disk, for "Love Letters In The Sand," and Cash Box awards for "most programmed studio orchestra."

As a member of the Hilloppers, Vaughn wrote and recorded "Trying" with the group. This record led to a Dot contract, a hit record and a follow-up hit, "P.S. I Love You."

Then, as musical director at Dot, Vaughn has had an important arranging-conducting hand in produc-

ing many of the label's hits with Pat Boone, Gale Storm and others. His own singles, and especially album products are continual chart makers. In addition to the U.S. and other parts of the world, Vaughn has a particularly large following in Germany.

## Dinah Washington—Roulette

The blues song stylist was already a well-known jazz name when she began a strong pop singles career a few years ago during her days with Mercury.

Her distinctive legit delivery on such oldies as "What a Difference a Day Made," the first of the string of softie hits, "Love Walked In," "Bitter Earth," "It Could Happen to You" and "Tears & Laughter" became a chart sound when hit soft ballad sounds were even more hard to come by than they are today. She was also teamed with fellow labelmate (at the time) Brook Benton for a smash duet outing, "Baby."

For Roulette, which she joined in '62, the lark had a click showing with "Where Are You." For both Mercury and Roulette, she has cut well-received album products.

Like so many blues artists, Dinah sang (and headed) a church choir. She went on to become a bond vocalist with Lionel Hampton. Her real name is Ruth Jones. Chicago's her hometown.

## Webb Pierce—Decca

Webb Pierce has been, for many years, one of Decca's most consistent hit-makers. His roster of successes starting with "Wandering" in 1951 and going up to his current hit-duo in "I Ain't Never" b/w "Walking The Streets," ranks as one of the most impressive string of hits in the entire country field. Country music devotees will recognize previous Pierce triumphs in "Fallen Angel," "How Do You Talk To A Baby," "Last Night," "Let Forgiveness," "Tupelo Country Jail," "Honky Tonk Son," "In The Jailhouse Now" and "There Stands The Glass" and his recent double-header, "Cow Town" and "Sooner Or Later."

The Pierce brand of magic began at sixteen when he became proficient enough to land a job as an entertainer on a radio show on KMLB-West Monroe, Louisiana, his hometown's major station.

After a three-year stint in the Army, Pierce settled in Shreveport and played for various bands throughout the state; waiting for the audition that was soon to come from "Louisiana Hayride." At first he was used sparingly on the show, then as he received a veritable flood of mail, he was elevated to star billing. Three years after he came to "Hayride" Pierce cut his first hit Decca release and his career went into high gear.

Today Webb Pierce is one of the nation's foremost country charters. He has sold millions of recordings and popularized hundreds of folk songs, many of which he wrote himself.

## Lawrence Welk—Dot

In 1928, when Lawrence Welk was playing hotels and ballrooms, a friend likened his music to champagne—noting it had "a bubbly, frothy quality." That was the year "champagne music" was born and since then the 'ah-one and two and-a-three' timekeeper has become one of the most popular ballroom, TV and recording ark leaders in the country.

In 1878 Ludwig Welk, his wife and four sons and four daughters sailed for America, fleeing Bismark's invasion of their little country of Alsace-Lorraine. Their sole possession was a 3-generation, hand-me-down accordion when they settled in Strasburg, N.D. Second son, Lawrence, evinced interest in the instrument on which his father played the polka and folk dance music. At 13, he was playing it for community dances and church socials. At 21, he left the family farm to join travelling bands and eventually formed his own group, "the biggest little band in America," which began broadcasting over WNAX-Yankton, S.D. in 1925. The ballroom dates followed and in '51 he was signed for a short engagement at the Aragon Ballroom in Pacific Ocean Park, Calif. A six-week repeat engagement was extended to 9 years. After a very successful run with Coral Records, he moved over to Dot where he earned his initial gold-disk'er in "Calcutta."

Lawrence, and his wife, Fern, have been married over 30 years and have had a son, Larry, Jr. and 2 daughters, Shirley Jean and Donna.

## Kitty Wells—Decca

To the country music fans—and, more recently, the pop crowd, Kitty Wells ranks as one of the all-time great performers. And in a field where women are definitely not equal to men, as far as longevity of fame is concerned, this is quite an achievement. Kitty, born Aug. 30, 1919 in Nashville, began a career in radio on Nashville's WSIX in 1937, going onto various other outlets, including a long stint as a soloist on "Louisiana Hayride." She's now one of the regulars on WSM's "Grand Ole Opry." Kitty is married to Johnnie Wright, who is a member of the Johnnie & Jack country team.

Among her initial hits for Decca, which has been her label for many years, was "I Wasn't God Who Made Hanky Tonk Angels." A host of successful singles and LP's have continued to keep her standing high in the country music community.

## Mary Wells—Motown

Mary Wells is one of those artists who helped make her own "lucky break." It happened last year, when the lark finally got up enough nerve to walk into the "Hitsville" studios of Motown/Tamla/Gordy topper Berry Gordy, Jr. (now her personal mgr.) and ask him to have one of his artists record one of her originals, "Bye, Bye Baby." Gordy asked

Mary to sing it for him and was so impressed with her vocal talent that he had her do the tune herself. The rest is wax history—hit after hit followed—including the follow-up "I Don't Want To Take A Chance," "The One Who Really Loves You," "You Beat Me To The Punch" and her current smash, "Two Lovers."

Mary, who hails from Detroit, the home of her diskery, has also been a big hit on the concert tour.

## Wilburn Brothers—Decca

The Wilburn Bros., Doyle & Teddy come by their talent through a combination of heredity, environment and hard work. Born into a musical family, in Hardy, Mo., within one year of each other, their daily schedule included hours of practice on the instruments their father bought them.

Originally, the Wilburns were a family act with sister Jerry joining them for C&W shows throughout the mid-west. Soon afterward Jerry left to be married and the brothers went into the Army. After the stint with the Army, D&T, still remembering their warm reception on the Opry just 2 years back, decided to continue singing. The 'new' Wilburns first joined the Webb Pierce Show, then found themselves back on the Opry. Hit after hit followed and in the early part of '62 they had their biggest deck to date, enjoying huge success in both the pop and country markets with "Trouble's Back In Town."

## Andy Williams—Columbia

Andy Williams began his singing career when he and his three brothers along with their parents organized a church choir in Wall Lake, Iowa. Later the four brothers were heard on their own radio shows from Des Moines, Chicago and Cincinnati.

After the Williams family moved to California, the brothers teamed up with comedienne Kay Thompson and formed a highly successful night club act. The group stayed together six years and then the three older brothers settled down with their families and Andy became a soloist. He achieved national prominence when he became a regular on the old "Tonight" show hosted by Steve Allen. A recording contract with Cadence Records followed and he waxed a long string of singles and LP hits.

In the fall of 1959, Andy Williams was named "Personality of the Year" by the Variety Clubs of America, an award which has been given to such stellar performers as Al Jolson, Steve Allen and Arthur Godfrey.

In 1961 the talented singer was signed by Columbia Records for whom he has made a series of chart-riding singles and LP's. His album "Moon River" quickly went to the top of the charts in 1962 and remained there for many months.

## Jackie Wilson—Brunswick

The strong vocal talent, who records highly rhythmic rockers and lush big-sounding ballads with equal facility, began his singing career in 1953, one year after graduation from Highland Park High School, in Detroit, by signing with Billy Ward's Dominoes as their lead voice.

At his mother's insistence, Jackie was forced to decline a promising career as a boxer (in 1948, entered and won a Golden Gloves welterweight crown at the age of 16, by claiming to be 181.

Late in 1957, Jackie decided to leave the Dominoes and try singing on his own. He made the acquaintance of Nat Tarnopol, then a Detroit publisher who immediately recognized Jackie's talents and signed him to a personal management contract, which, in turn, led to an exclusive pact with Brunswick Records, the Decca affiliate. A number of smash hits followed, many of them back-to-back chart makers, including "Talk that Talk," "I'll Be Satisfied," "Doggin' Around," "My Empty Arms," and "Alone at Last."

Jackie, who is married and has four children, has made too many theatre-TV appearances, and numbered among them are The Sahara in Las Vegas; The Fontainebleau in Miami; The Apollo in New York; and the Ed Sullivan TV'ers.

## Nancy Wilson—Capitol

The song stylist is one of the leading newcomers to the sophisticated pop song field. Capitol has thought enough of her talents to pair her on LP's with such stellar instrumentalists as George Shearing and Cannonball Adderley, and, it's easy to assume, that both Shearing and Adderley share the label's respect for the performer. She was born on Feb. 20, 1937 in Chillicothe, Ohio. Her manager is John Levy, one of the top personal managers in the jazz field.

## Timi Yuro—Liberty

Timi Yuro was born Rosemarie Yuro in Chicago on August 11, 1940. Her childhood nickname "Timi" has stuck with her and is now used professionally. At twelve she moved with her family to Los Angeles and attended Fairfax High School—where she developed her singing interest. Spare time was (and still is) spent helping out at the Alvalturno Italian Restaurant 15751 W. Pico which her mother owns.

She was signed to a Liberty contract but after several unsuccessful sessions, which were never released, she was almost forgotten. When Clyde Otis joined Liberty as A&R exec he noticed Timi and took an active interest in her career. While on the west coast, Clyde cut Timi in several sessions resulting in the release of "Hurt," a smash hit, "Smile," and a teaming with Johnnie Ray, "I Believe."

Timi is managed by Martin Machat's Sunset Enterprises.



Dear Music Business,

It should only happen to all  
of you what happened to my son.

Sincerely,

*Allan Sherman's Mother*

P.S.

If you're in the neighborhood,  
drop in. Eat something.

Merry Christmas and  
Happy New Year.





*Thanks to everyone  
who helped make it possible  
for me to win*

**For Me To Win #1 Best Newcomer (Male Vocalist)  
(In The Annual Year End Cash Box Poll)**

*Joey Dee*



Current Hit Single

# "BABY YOU'RE DRIVING ME CRAZY"

b/w

# "HELP ME PICK UP THE PIECES"

#4467

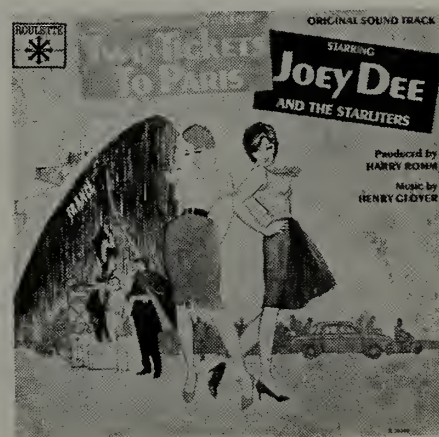
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R-25171



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R-25173



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## ARMADA'S Lines Of Action

### For "Sanity & Stability"

By Paul Ackerman, Executive Secretary Of The American Record Merchandisers & Distributors Association

Distributors today face a revolution in marketing. The traditional manufacturer-distributor-dealer relationship has given way to a distribution pattern of increasing complexity, indicated by the growth of racks, one stops, chains and discount houses.

These new outlets and new patterns of distribution are the natural results of a growing business; but growth is rarely an unmixed blessing. As the dollar volume increases, so do the industry's problems—with the curious result that while expansion is obvious, it becomes increasingly difficult to make a profit.

This situation faces virtually all segments of the record business—manufacturers, dealers, and, of course, distributors.

In very many cases, the distributor finds his retail accounts drying up as the small dealer succumbs to the incursions of racks, discounters etc. In many cases, too, the distributor feels that his own status in the industry is being undermined by manufacturers who give way to pressure and ship direct—thus bypassing the distributor.

In many instances the distributor—finding himself in an industry marked by chaotic and changing distribution patterns—compounds the various problems by engaging in transshipping. He is prone to "explain" this by stating that others are cutting in on his territory and he must engage in similar practices for reasons of "survival." Again, a distributor may not be a regular transshipper but may feel obliged to engage in such activity in order to meet manufacturers' quotas. In brief, such a distributor fears he may lose a line.

In the light of such an uncontrolled state of affairs, what can be done for, and what is the future of, the distributor segment of the record business?

To logically examine this question we must first spell out the point of view that the distributor problem cannot be isolated. It is closely related and intertwined with other elements of the record business—notably the manufacturing segment. Once this is realized we may proceed to the next point, namely: It is to the ultimate advantage of the good manufacturer, that is, the manufacturer with catalog and the stability which catalog produces, to buttress and strengthen the distribution segment of the industry.

Catalog manufacturers will admit the foregoing. They are prone to recognize that the distributor, as clobbered and distressed as he is in today's pattern of business, is the "guts" of the record business. It is he who serves

unique functions: He promotes and he moves catalog. To a manufacturer of substance, these functions will continue to be all-important as against forms of distribution which cherry-pick and skim the cream off the top.

So the question arises as to how to protect this necessary function and thereby ensure the future of the distributor.

Two chief lines of action suggest themselves. One does not preclude the other, and both may be pursued simultaneously. These two lines are as follows: 1) Action by the Federal Trade Commission via a trade conference which could result in an ethical set of standards affecting not only distributors but all phases of the record business.

(Continued on page 92)

## RIAA: More Services In '63

By Henry Brief, Executive Secretary Of The Record Industry Association Of America

It was "Exit Laughing" for the record industry as 1962 drew to a close, the laughter being generated throughout the country by Vaughn Meader's "The First Family" and Allen Sherman's "My Son, The Folk Singer."

From the standpoint of total volume—sales promised to surpass 1961 levels by about 10%—and from the standpoint of the resurgence of the pop singles market, it appeared to be a good year for the industry.

However, early in 1963, the Record Industry Association of America intends to conduct a profit and loss study similar to ones done in 1950 and 1958 to try to determine the real state of the industry's economic health. The questionnaire, as well as standard definitions of terms to be used in the study, will be drawn up by RIAA's Controller's Committee and will be

circulated among all record companies, not only RIAA members, that are willing to cooperate in the study.

RIAA is also intensifying its public relations, information and education programs. Its brochure, "Your Wonderful World of Records," describing pictorially how records are made, has been re-designed and re-printed in order to satisfy a backlog of over 2,000 requests. These requests stemmed from the RIAA exhibit at the World's Fair of Music and Sound held in Chicago last August and from a mention in the Sunday supplement of a New York newspaper which drew a response of better than 800.

Plans are to supplement this booklet with two others, one describing the creative processes that go into the making of a record—how artists are secured, how they are paired with the material they will perform, the functions of the A&R man, the arranger, the engineer, etc.; the second describing the entire marketing process, including distribution, advertising, promotion, cover design, window displays and publicity required in getting the record from the manufacturer to the consumer. It is hoped that this series of three booklets will serve not only as educational and informational literature but also as a tool to recruit new talent into the industry.

RIAA is also cooperating with the National Federation of Music Clubs in an essay contest to be held among school children of the ninth through twelfth grades during National Music Week, May 5-12, 1963. These students will be asked to submit themes on the subject, "How I Broadened My Musical Horizon Through Records." A panel of judges to be selected by the National Federation of Music Clubs will choose a winner in each of the fifty states who will receive from RIAA a package of records with a retail value of \$250. An equivalent package will also be given by RIAA to the school of each winner's choice.

In addition, a number of newspapers receiving RIAA's monthly feature releases on the many and diverse areas of repertoire to be found on today's phonograph records, has been greatly enlarged. The interest on the part of newspaper editors in getting this information to their readers may be gathered from the flow of clippings from newspapers throughout the country that are re-printing these releases almost word for word. This becomes not only a public relations tool, but in view of the mass merchandising that characterizes today's retail selling, it also becomes an avenue further to expose the industry's great wealth of entertainment, information and culture.

## NARM: A Message From The Executive Director

By Jules Malamud, Nat'l. Ass'n. Of Record Merchandisers

The National Association of Record Merchandisers, as it looks forward to its Fifth Annual Convention in 1963, today represents the fastest-growing and most progressive segment of the phonograph record industry—the record rack merchandisers of United States and Canada. The record rack merchandisers have brought into the phonograph record industry, in a greater degree and to the industry's credit, the advances in marketing, merchandising, and sales promotion which the reactionary elements within the industry, thinking on a short term, often selfish basis, attempted to exclude.

First, the record rack merchandiser recognized what had been apparent in other industries for years: the tremendous potential for consumer products in the one-stop shopping picture (and phonograph records were one of those consumer products)—first, in supermarkets, then in drug chains, and now in almost every conceivable type of multi-product retail outlet, including variety stores, department stores, discount houses, service PX's, etc.

Second, the record merchandiser recognized the problem faced by departmentalized retail outlets, in securing the proper buying specialists for a highly individualized product like the phonograph record. He went into retail outlets which had discarded records or were on the verge of eliminating them because of the difficulties and losses involved in running the department, and turned them into attractive, profitable record locations—profitable for the store, for the local distributor, and for the record manufacturer.

Third, the record merchandiser has found outlets for phonograph records in sparsely-populated areas, heretofore neglected in the record distribution picture.

Through NARM, the record manufacturers have manifested their support and cooperation with the record rack merchandisers, and in this combined effort, great industry advances have been made. But with success comes complacency, and this is the great danger we face today. The industry must recognize the constantly increasing potential of the record rack merchandiser, and of the need which he fulfills for the phonograph record industry. The record manufacturer, possibly complacent, cannot afford to overlook the importance of having his product placed in the ever-increasing number of the nation's busiest retail outlets. He must realistically face up to the need for working with the record merchandisers on the purchasing problems which an industry volume of more than \$150 million dollars a year, must necessarily create.

It should be apparent to every intelligent observer of the phonograph record industry, who has the best interests of the industry at heart, that the day of using the "rack jobber" as the scapegoat for every industry ill, every individual failure, has long since passed.

NARM looks to the coming year as the one in which every facet of the record industry will unite in a collective effort to face the problems among us realistically and sensibly, with as little lip service as possible, and as much positive action as the solutions of the problems require.

## "Record Dealers Unite"

By Sy Bondy, Association Of Record Dealers, N.Y.

That's just what we record dealers did five years ago and founded the Association of Record Dealers in New York City. New Jersey dealers also joined in with us. A charter and by-laws including members, make a much needed Association of Record Dealers. If any trade needs one, we sure do.

In 1958 the Association of Record Dealers decided to bring suit against the three major record clubs but SORD beat us to the punch. However, we furnished financial aid and full support. All legitimate record dealers have a duty to join their trade association. There is too much wheeling and dealing and yet a dealer has to buy where he finds the lowest price in order to compete in this so-called buy cheap and sell cheap competition.

As a record dealer since 1939 and still active, I find that one cannot remain in business unless a leader is on the constant lookout for that extra

edge in buying. The big trick is to buy at the lowest possible price in order to meet the competition from the so-called large discount stores and yet make a substantial profit. The large discount department stores use the cream of our products as a loss leader because they don't care to make any kind of a profit on records. They want to lure the customer into their stores and make a great profit on the two thousand other items they sell. Yet we legitimate record dealers who depend solely on records have nothing else to rely on to make a living—only records. This is one of the great evils we dealers are faced with.

As organizer and past president for four consecutive terms of the Association of Record Dealers, I urge that all record dealers join together and make our association strong and be recognized and respected by the record industry.

(Continued on page 92)

## ROSA: Its Ideas And Hopes

By Irv Perlman, President Of Record One Stop Association

Ours is the newest trade organization in the record industry and of course as such, we have our growing up pains.

Everyone asks, what are you seeking, what can you do to help The Record Industry, I will try to convey some of our ideas and hopes.

Unity and cooperation are only words that are used very sparingly in the record business. These are the ideals we are looking for. Unity and cooperation with a good communication system. These are the things that are lacking within our own business. To achieve these things we must have a better understanding between the manufacturers, distributor and the One Stop.

One Stops have a definite part in this industry and it is the one segment that is not getting its due recognition. We have the confidence of the juke box operators and the stores that we service. We can only get this from being fair and honest with our customers. We have a sales potential that is higher than most people can con-

ceive. The twenty members of ROSA do a volume of \$35,000,000 a year.

With this figure in mind and with our future growth potential, you can see this will be a much higher figure in the near future.

We need the help and consideration of the manufacturers and distributors in everything we do. One Stops want to cooperate with the other trade organizations to stop bootlegging, transshipping, and in general have an understanding to help the record industry.

The manufacturer must have confidence in the distributor he chooses to have represent his line and in turn the manufacturer and distributor must have confidence in the One Stops. We want to make this a top industry with confidence, unity, and of course, cooperation among all facets of the record business.

Let us all get together to have a United Industry so that we can grow to be the biggest and best industry in the United States.



# Season's Greetings

Thanks  
for a  
Great  
Year -  
Nat



Personal Management  
CARLOS GASTEL





## ARMADA's Lines Of Action

(Continued from page 90)

ord business, and 2) Adoption by distributors generally of a determined and forthright attitude with regard to manufacturers.

To these two chief lines of action may be added a third: Critical evaluation by distributors of themselves—and realization of the necessity of many to put their own house in order.

ARMADA, the distributors' official trade association, has taken action on these three fronts and intends to pursue each of these lines until stability and ethical practice is substituted for the chaos which currently exists. This was clearly indicated by the association's board meeting in Detroit, December 10 and 11, at which time funds were allocated for retaining counsel, and a rules committee appointed, for the purpose of pressing for an FTC trade conference. The FTC, under the Robinson-Patman Act, has cognizance or authority to tackle the bulk of unethical practices now afflicting the industry. Out of such a conference, too, can come clear definitions with regard to all the elements in the chain of

distribution—such as racks and one stops—and clarify their functions and spell out what discounts are applicable so that all may live.

In addition to pursuing the trade conference theme, ARMADA, as indicated by the resolutions adopted at the Detroit board meeting, is clearly stating to manufacturers its intent to bring unified opposition to bear against instances of direct shipping, preferential discounts and other practices which undermine or erode the distributor's position. Known instances will be reported and the organization will intercede at the manufacturer level. The attitude is not one of threat; neither is it one of blandishment. Rather, it involves the indoctrination of the manufacturer with the point of view that he too must face himself; that it is for his individual well-being as well as the total good of the industry that he adopt a more ethical stance—which necessarily entails distributor protection.

Thus ARMADA is engaged in decisive action and—in the best sense of the word—propaganda. What is envisioned is a combination of governmental effort plus an educational campaign within the industry and touching upon manufacturer, distributor and dealer levels. The combined effects should bring sanity and stability not only to the distributor facet of the business but to the industry generally. Once this is accomplished, each segment of the industry will be able to realize the full profit potential—which is not possible today despite the fact that the total industry dollar volume has quadrupled within the last decade.

As Milton Rackmil, head of Decca and Universal used to say: "It is the line that counts." If the ARMADA drive is successful, the last line—the profit—will again be meaningful.



## Record Dealers Unite

(Continued from page 90)

ord manufacturers and distributors in the sense that we dealers are not just puppets to be dictated to, with somebody else pulling the strings.

We have just witnessed one of the greatest events in the record industry. The fastest selling records in the shortest period of time, "The First Family." Yet many legitimate dealers who carry a complete inventory year round were not able to purchase "The First Family" in the big two weeks and yet large discount stores who don't carry a complete inventory in stock had them in stock by the cartons. This is a very unfair practice. But at this time I must praise Cadence Records for having the foresight to contemplate the greatness of this record.

We dealers also find that distributors are not treating the independent record dealers fairly. They favor the big buyer from the pseudo discount department stores and not the constant year round buyer who carries a complete inventory. I often wonder whether the distributors realize that it was the record dealers who made this a giant industry and what it is today—not the few large cut-rate department stores.

The so-called one stops are becoming prevalent and yet we hate to see this, but it is becoming necessary to the smaller and larger dealers alike. Who is at fault? The manufacturers who initiated this practice or the distributors? Now the octopus has dipped its tentacles into the pot of gold. We legitimate record dealers would like to see the distributor retain the sole distribution of all records and this I believe is the only solution to return the record industry to normalcy.

On January 15, 1963, the Association of Record Dealers will hold a nomination and election of officers. All dealers are welcome. The time is 8:30 p.m. at the Park Sheraton Hotel, in New York City.

Duke and Peacock  
wishes everyone  
a joyous holiday!

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ALL OVER - POP!**

**BOBBY BLAND**

**"CALL ON ME"**

DUKE 360

**MOVING UP**

**JUNIOR PARKER**

**"SOMEONE  
SOMEWHERE"**

B/W

**"FOXY DEVIL"**

DUKE 357

**SPIRITUALS**

**"FAMILY CIRCLE"**

B/W

**"NONE BUT THE RIGHTEOUS"**

BY

**MIGHTY MIGHTY CLOUDS OF  
JOY**

PEACOCK 1869

**"FATHER I STRETCH MY  
HANDS TO THEE"**

B/W

**"LORD REMEMBER ME"**

BY

**FIVE BLIND BOYS**

PEACOCK 1868

**"DON'T PUT OFF TODAY"**

B/W

**"ALL BE OVER"**

BY

**SENSATIONAL NIGHTINGALES**

PEACOCK 1870

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STAN GETZ  
BIG BAND BOSSA NOVA  
ARRANGED AND CONDUCTED BY GARY McFARLAND



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# TOP LP'S & ARTISTS OF '62 NAMED BY CONSUMER MAGS

## DOWNBEAT

27th Annual Readers Poll Results  
(First Place Jazz Artists)

Hall of Fame: Miles Davis  
Trumpet: Miles Davis  
Trombone: J. J. Johnson  
Alto Sax: Paul Desmond  
Tenor Sax: Stan Getz  
Baritone Sax: Gerry Mulligan  
Clarinet: Buddy DeFranco  
Piano: Oscar Peterson  
Guitar: Wes Montgomery  
Bass: Ray Brown  
Drums: Joe Morello  
Vibraharp: Milt Jackson  
Flute: Herbie Mann  
Misc. Instruments: Jimmy Smith  
(Organ); John Coltrane (soprano sax); Roland Kirk: (manzello, Strich)  
Arranger/Composer: Gil Evans  
Big Band: Jazz—Duke Ellington  
Big Band: Dance—Count Basie  
Combo: Dave Brubeck  
Male Singer: Frank Sinatra  
Female Singer: Ella Fitzgerald  
Vocal Group: Lambert-Hendricks-Bavan

## SATURDAY REVIEW

Top Records of 1962  
(Poll of Record Critics)

Orchestral: Symphony No. 9 (Mahler)—Bruno Walter conducting (Columbia) "Also Sprach Zarathustra" (Strauss)—Fritz Reiner conducting (RCA Victor)  
Opera: "Die Walkure" (Wagner)—Erich Leinsdorf conducting with Birgit Nilsson, George London, Rita Gorr and Jon Vickers (RCA Victor); "Fidelio" (Beethoven)—Otto Klemperer conducting with Christa Ludwig, Jon Vickers and others (Angel); "Aida" (Verdi)—Georg Solti conducting with Leontyne Price, Jon Vickers and others (RCA Victor)

Concerto: Violin Concerto (Brahms), Davis Oistrakh, with Otto Klemperer conducting (Angel)  
Instrumental: Piano Recital (works of Chopin, Rachmaninoff, Schumann and others)—Vladimir Horowitz (Columbia)  
Outstanding New Artists: Erick Friedman, violin (RCA Victor); Regine Crespin, soprano (Angel)

## HIGH FIDELITY

High Fidelity's Panel of Reviewers  
Pick Their Favorites of 1962

Artist of the Year: Victoria de los Angeles, soprano (Angel)  
Classical Releases: "The Fabulous Victoria de los Angeles" (Angel) "Songs of the Spanish Renaissance," Victoria de los Angeles (Angel); Strauss' "Salome" with Georg Solti conducting with Birgit Nilsson and others (London) Series of Haydn symphonies conducted by Max Goberman (Library of Recorded Masterpieces); Music of Edgar Varese directed by Robert Craft (Columbia); Bachs St. Matthew Passion conducted by Otto Klemperer (Angel); Holst's The Planets conducted by Otto Van Karajan (London); "Nirvana Singonie" (Toshio Mayazumi) (Time); Charles Ives' "Concord Sonata" by pianist Georg Papa-stavrou (Composers Recordings); Alban Berg's Lula Suite conducted by Antal Dorati (Mercury); Beethoven String Quartets by the Budapest String Quartet (Columbia); Bach's sonatas and parties for unaccompanied violin—Joseph Szigeti (Vanguard); Strauss' "Also Sprach Zarathustra" conducted by Fritz Reiner (RCA Victor); Stravinsky's "The Nightingale" conducted by the composer (Columbia); Schubert's "Die schone Mullerin" by Fischer-Dieskau and

Gerald Moore (Angel); "Maria Callas in French Opera Arias" (Angel); Debussy Etudes played by Charles Rosen (Epic); Beethoven's Fourth Symphony conducted by William Steinberg (Command); "Die Walkure" (Wagner)—Erich Leinsdorf conducting with Birgit Nilsson, George London, Rita Gorr and Jon Vickers (RCA Victor)

## Lighter Music:

Best Original Cast LP: "Anything Goes" (Epic)  
Others: Ray Noble's New Mayfair Orchestra (Capitol) "Jazz at Masey Hall (Fantasy) "Jazz Samba"—Stan Getz—Charlie Byrd

## HI/FI STEREO REVIEW

Readers' Choice: 1962

Symphonic: Stravinsky: The Firebird, Columbia Symp. conducted by Igor Stravinsky (Columbia)  
Concerto: Chopin: Piano Concerto No. 1 in E Minor, Op 11—Artur Schnabel and New Symphony Orchestra of London, Stanislaw Sroczewski conducting (RCA Victor)

Chamber Music: Beethoven: Serenade in D Major; Kodaly: Duo for Violin & Cello—Jascha Heifetz, violin, William Primrose, viola, Gregor Piatigorsky, cello (RCA Victor) (guitar)

Solo Instrumental: Carlos Montoya: Malaguena, La Virgen de la Mararena, Andalucia and eight others (RCA Victor)

Opera: Verdi: "Aida" — Leontyne Price, Rita Gorr, Jon Vickers, Robert Merrill, Giorgio Tozzi, Plinio Clabassi; Rome opera House Orchestra and Chorus, Georg Solti conducting (RCA Victor)

Chorus: Robert Shaw: "23 Glee Club Favorites, Men of the Robert Shaw Chorus (RCA Victor)

Chorus and Orchestra: Handel: Messiah, Joan Sutherland, Grace Bumbry, Kenneth McKellar, David Ward, London Symp. Orch. and Chorus conducted by Sir Adrian Boult (London)

Vocal Recital: Leontyne Price: "Swing Low, Sweet Chariot" (RCA Victor)

Jazz: Billie Holiday: "The Golden Years" (Columbia).

## NARAS GRAMMY AWARD WINNERS

National Academy of Recording Arts And Sciences—Winners of the 1961 Achievement Awards.

- Record Of The Year: Moon River—Henry Mancini  
A&R Producer, Dick Peirce
- Album Of The Year (other than classical): Judy At Carnegie Hall—Judy Garland  
A&R Producer, Andrew Wiswell
- Album Of The Year—Classical: Stravinsky Conducts, 1960: Le Sacre Du Printemps; Petrouchka—Igor Stravinsky  
A&R Producer, John McClure
- Song Of The Year: Moon River—Composers, Henry Mancini and Johnny Mercer
- Best Instrumental Theme Or Instrumental Version Of Song: African Waltz—Composer, Galt MacDermott
- Best Solo Vocal Performance — Female: Judy At Carnegie Hall—Judy Garland
- Best Solo Vocal Performance — Male: Lollipops And Roses—Jack Jones
- Best Jazz Performance—Soloist or Small Group (instrumental): André Previn Plays Harold Arlen—André Previn
- Best Jazz Performance—Large Group (instrumental): West Side Story—Stan Kenton
- Best Original Jazz Composition: African Waltz—Composer, Galt MacDermott
- Best Performance By An Orchestra—For Dancing: Lazy River — Si Zentner
- Best Performance By An Orchestra—For Other Than Dancing: Breakfast At Tiffany's—Henry Mancini
- Best Arrangement: Moon River—Arranger, Henry Mancini
- Best Performance By A Vocal Group: High Flying—Lambert, Hendricks and Ross
- Best Performance By A Chorus: Great Band With Great Voices—Johnny Mann Singers
- Best Sound Track Album Or Recording Of Score From Motion Picture Or Television: Breakfast At Tiffany's (motion picture) — Henry Mancini
- Best Sound Track Album or Recording of Original Cast From Motion Picture or Television: West Side Story—Conductor and Co-music Director, Johnny Green; Co-music Directors, Saul Chaplin, Sid Ramin, and Irwin Kostal.
- Best Original Cast Show Album: How To Succeed In Business Without Really Trying—Composer, Frank Loesser
- Best Comedy Performance: An Evening With Mike Nichols And Elaine May—Mike Nichols and Elaine May

- Best Documentary Or Spoken Word Recording (other than comedy): Humor In Music — Leonard Bernstein
- Best Engineering Contribution — Popular Recording: Judy At Carnegie Hall—Engineer, Robert Arnold
- Best Engineering Contribution — Novelty Recording: Stan Freberg Presents The United States of America—Engineer, John Kraus
- Best Album Cover (other than classical): Judy At Carnegie Hall —Art Director, Marvin Schwartz
- Best Recording For Children: Prokofiev: Peter And The Wolf—Leonard Bernstein
- Best Rock And Roll Recording: Let's Twist Again—Chubby Checker
- Best Country And Western Recording: Big Bad John—Jimmy Dean
- Best Rhythm And Blues Recording: Hit The Road Jack—Ray Charles
- Best Folk Recording: Belafonte Folk Singers At Home And Abroad—Belafonte Folk Singers
- Best Gospel Or Other Religious Recording: Evertime I Feel The Spirit—Mahalia Jackson
- Best New Artist Of 1961: Peter Nero
- Best Classical Performance—Orchestra: Ravel: Daphnis Et Chloé —Conductor, Charles Munch
- Best Classical Performance — Chamber Music: Beethoven: Serenade, Opus 8—Jascha Heifetz, William Primrose, and Gregor Piatigorsky
- Best Classical Performance—Instrumental Soloist (with orchestra): Bartok: Concerto No. 1 For Violin And Orchestra—Isaac Stern
- Best Classical Performance—Instrumental Soloist Or Duo Without Orchestra: Reverie For Spanish Guitar—Laurindo Almeida
- Best Opera Recording: Puccini: Madame Butterfly — Conductor, Gabriele Santini
- Best Classical Performance — Choral (other than opera): Bach: B Minor Mass—Robert Shaw
- Best Classical Performance — Vocal Soloist (with or without orchestra): Art Of The Prima Donna—Joan Sutherland
- Best Contemporary Classical Composition: Discantus — Composer, Laurindo Almeida Movements For Piano And Orchestra—Composer, Igor Stravinsky
- Best Engineering Contribution — Classical Recording: Ravel: Daphnis Et Chloé — Conductor, Charles Munch; Engineer, Lewis W. Layton
- Best Album Cover — Classical: Puccini: Madame Butterfly—Art Director, Marvin Schwartz

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and  
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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

"CURRY ROAD" (2:14) [Cedarwood BMI—Ives, Tillis] "THE SAME OLD HURT" (2:11) [Pamper BMI—Cochran]  
BURL IVES (Decca 31453)

The famed balladeer should keep his hit streak (currently it's "Mary Ann Regrets") going strong with both ends of his new Decca stand. They're the touching folk-calypto entry, "Curry Road," and the lilting shuffle weeper, "The Same Old Hurt." Excellent Owen Bradley choral-ork assists on both halves.

"TRA LE LA LE LA TRIANGLE" (2:03) [Cedarwood BMI—Wilkin, Burch] "LEAVIN' ON YOUR MIND" (2:24) [Cedarwood BMI—Walker]  
PATSY CLINE (Decca 31455)

There's sales dynamite packed into both sides of this new Patsy Cline outing. One side, "Tra Le La Le La Triangle," although a tearful love opus, takes a cheerful, toe-tappin' ride. The other is an easy-goin' weeper ballad beaut titled "If You Got Leavin' On Your Mind." Top drawer vocal and instrumental backing on both portions.

"HIGH ON THE HILL OF HOPE" (2:32) [Mansion ASCAP—Shuman, Carr] "BY A LONG SHOT" (1:53) [Metric BMI—Sheely, DeShannon]  
PATTI PAGE (Mercury 72078)

Patti can make a tremendous chart impression with this Mercury date. Side, labeled "High On The Hill Of Hope," is a powerful pop inspirational that the canary puts across with telling effect. Terrific Merry Melody Singers and jumpin' Jerry Kennedy ork showcase. The slow beat-ballad weeper, "By A Long Shot," makes for a strong companion piece.

"LET'S STOMP AGAIN" (2:18) [Ponderosa BMI—Madara, White] "SLOP TIME" (1:59) [Dandelion BMI—Madara, White]  
THE SHERRYS (Guyden 2077)

The Sherrys, who broke thru the hit barrier with their "Pop-Pop-Pop-Pie" Guyden bow, send up two more teen dance delighters that'll have the kids dancin' 'round the clock. They're two sock-rockers, labeled "Let's Stomp Again" and "Slop Time," that the crew knocks out in ultra-commercial manner. Sizzling instrumental assists on both lids.

"THE RUNWAY" (2:09) [David Rose ASCAP—Rose] "SUNSET STRIP" (2:18) [Ding Dong BMI—Wayne]  
DAVID ROSE & ORCHESTRA (MGM 13118)

That "Stripper" gal is back. David Rose & his instrumentalists come up with another Minsky-like, bumps and grinds delighter, tabbed "The Runway," that's sure to make everyone concerned sit up and take notice. More enticing shuffle-bump stuff on the "Sunset Strip" stand. Both sides are in Rose's "More, More, More" LP.

"HITCH HIKE" (2:31) [Jobete BMI—Stevenson, Paul Gaye] "HELLO THERE ANGEL" (2:43) [Jobete BMI—Stevenson, Gordy]  
MARVIN GAYE (Tamla 54075)

That "Stubborn Kind Of Fellow," Marvin Gaye, is back with a deck that could make it two-in-a-row chart-riders. It's a fetching, shuffle beat cha cha blueser, tagged "Hitch Hike," that the chorus-backed Gaye decks out in potent r&b-pop style. "Hello There Angel" is made for an inviting, dual-mart cha cha beat underlid.

"CASTAWAY" (1:49) [Wonderland BMI—R. M. & R. B. Sherman] "SWEET RIVER" (2:09) [Promenade ASCAP—Dunham, Camarata]  
HAYLEY MILLS (Vista 408)

The young talented English star can have another "Let's Get Together" chart success on her hands with this tune from her current flick, "In Search Of The Castaways." Hayley displays a lovely, fragile vocal quality on "Castaway," a lilting charmer. More soft, appealing sounds on the "Sweet River" stand.

"MY VOICE IS CHANGING" (1:46) [Jack BMI—Clement] "TIME AFTER TIME AFTER TIME" (2:04) [Big Bopper, Jack BMI—Clement, Hall]  
JACK CLEMENT (Hall-Way 1912)

Clement, who's had previous chart experience in both the country and pop categories, can have a sales giant in both fields with this one on the Smash-distributed Hall-Way label. It's a tantalizing rock-a-twist beat novelty, tagged "My Voice Keeps Changing," that finds Jack running the vocal scale in rib-tickling fashion. The very funny rock-waltz pairing has Clement singing only the tag all the way thru the deck.

RANDY LEE (Philips 40089)

(B+) "LA-DO-DA-DA" (2:08) [Arc BMI—Hawkins, Lewis] As the listener can imagine from the title, ditty is meant to be done in an upbeat manner, and that's the happy attitude taken by singer Lee and his support. Particularly contagious teen portion that could make it. An outfit called The Keytones has also cut the item.

(B) "KEEP THE HALL LIGHT BURNING" (2:16) [Cedarwood BMI—Harrison, Wilkin] Well-done countryish shuffle-beat stand.

FELICIA SANDERS (Decca 31335)

(B) "FLY ME TO THE MOON (In Other Words)" (3:00) [Almanac ASCAP—Howard] Date is one of many vocal responses to the Top 100 showing of the Joe Harnell (Kapp) instrumental reading of the great oldie. The thrush and her ork-chorus backing offer a very classy version, one which should be considered when programming of the tune is planned.

(B) "TONIGHT (Intro: Something's Coming)" (3:10) [G. Schirmer ASCAP—Bernstein, Sondheim] Performer's effective reading of two songs from "West Side Story" has been previously released as a single.

ADDIS & CROFUT (Verve 10281)

(B+) "12 DAYS WITH KHRUSHCHEV" (2:20) [Heatherfield BMI—Addis, Crofut] The familiar of tune of "The 12 Days Of Christmas" gets clever modern-times lyrics, with the re-write getting a deft robust folk reading from the vocal-instrumental duo. Might prove a left-field success.

(B) "GOIN' HOME" (2:05) [Heatherfield BMI—] Boys do a very attractive folk blend on the famed adaptation of the well-known theme from Dvorak's "New World" symphony.

DONNIE LA NEAR (Apt 25073)

(B) "GANGSTER OF LOVE" (1:48) [Hermosa BMI—Watson] The performer does a delightful reading of a bouncy blues novelty. Some of his stint involves a sing-a-narrative approach. Could go places in R&B and pop areas.

(B) "I DON'T THINK YOU LOVE ME ANYMORE" (2:11) [Dundee BMI—La Near, Thacker] Despite the title, there's a sunny quality to this item, which at times sounds like "Save The Last Dance For Me."

PARISIAN SEXTET (Challenge 9197)

(B) "WONDERFUL! WONDERFUL!" (2:35) [E. B. Marks ASCAP—Edwards, Raleigh] The combo offers a cozy jazz-inclined BN reading of the worthy tune that was the first big hit by Johnny Mathis. It's back is a fine, timely instrumental display.

(B) "BUENA BOSSA NOVA" (2:07) [Piedmont ASCAP—Rizo] Tuneful item serves as the vehicle for another solid BN showing.

BIG MOOSE & THE JAMS (Age 29113)

(B) "BRIGHT SOUNDS" (2:10) [Conrad-Melva BMI—London] Busy bounce blueser, with organ and guitars doing the lead work. Funky work that makes pro R&B and teen-market sense.

(B) "OFF THE HOOK" (1:48) [Conrad-Melva BMI—Hooker] Somewhat similar cookin' here.

JIMMY THOMAS (Sue 778)

(B+) "YOU CAN GO" (2:30) [Four Star BMI—Yount, Williams, Miller, Turner] Songster Thomas heads a good reply to Little Esther's smash dinking of "Release Me." The original tune is used for the answer lyric, and the songster is backed by a sound similar to the hit deck.

(B) "HURRY & COME HOME" [Placid BMI—Turner] Performer does a wail-type stint against a busy full ork-chorus sound.

LOU TROY (Markle 105)

(B) "FORSAKEN LOVE" (2:20) [Massa BMI—Troy] A haunting teen romantic is made the most of by the talented teen performer. Backing him is an interesting Latinish combo, led by a legit keyboard sound. Label is located in Chicago.

(B) "KATHY" (2:15) [Massa BMI—Troy] A light-beat name-song.

EARL BOSTIC (King 5711)

(B+) "EL CHOCLO BOSSA NOVA" (2:30) [P. D. Villoldo] The vet saxist hops on the Bossa Nova bandwagon as the top figure in a solid rock-inclined BN reading of the familiar tune, known pop-wise as "Kiss Of Fire."

(B) "MY REVERIE (Bossa Nova)" (1:50) [Robbins ASCAP—Clinton] A cha-cha feel to this reading of the standby melody.

JO ANNE GAIL (Riverside 4538)

(B) "EVERYONE WANTS TO BE REMEMBERED" (2:59) [Pep n' Paul ASCAP—Lattanzi] Thrush and her backing offer a straight-forward sentimental pose.

(C+) "ROME ISN'T WHAT IT USED TO BE" (2:34) [Pep n' Paul ASCAP—Lattanzi, Bell] Same approach here.

SONNY LESTER (Roulette 4460)

(B+) "A PRETTY GIRL IS LIKE A MELODY" (2:10) [Irving Berlin ASCAP—Berlin] The oldie, a favorite burlesque item, is performed with an authentic take-it-off sound by the Lester crew. Good entry among the rash of bump-and-grind outing that resulted from David Rose's smash, "The Stripper."

(B) "THEME FOR GYPSY" (2:03) [Frost BMI—Grundy, Lester, Levy] More of the same on an original number.

MARSHA LYNN (Bid 502)

(B) "(That Just Proves) THERE'S A LOT YOU DON'T KNOW" [Trend Setter BMI—Grossman, Lynn] Chirp leads a quick-beat rock-a-billy date. Diskery is based in Waco, Tex.

(B) "(Listen to Me) I AM YOUR HEART" [Trend BMI—Grossman, Lynn] Dirge-like percussion beat backs the performer's plaintive warble.

LES BROWN, JR. (Crescendo 191)

(B) "SWINGIN' & SURFIN'" (2:14) [Skyview ASCAP—Pell] Vet maestro's percussion-playing offspring tops a colorful rock-directed stint. Guitars and sax assist Brown's exciting work. Side's from an LP called "Wildest Drums Yet!"

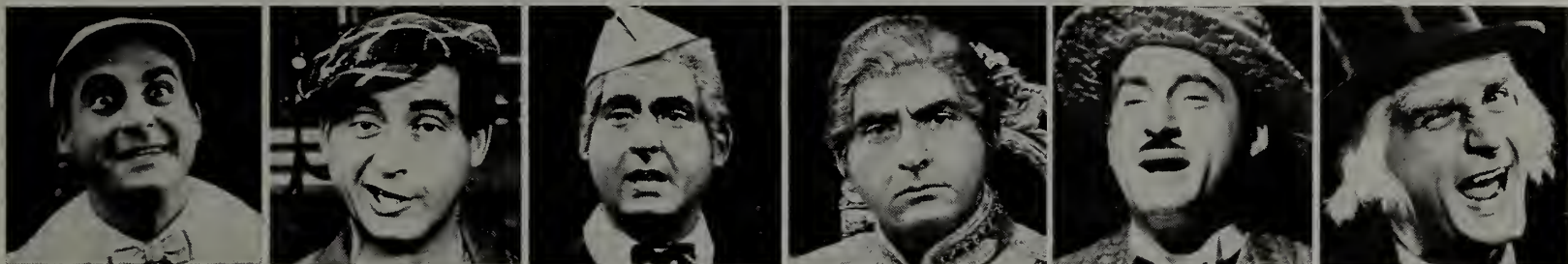
(B) "DRUM'S SAFARI" (2:15) [Neil BMI—Botkin] A more deliberate-sounding date from the same LP.



# SEX



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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

### Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"OUT OF THIS WORLD (1:40) [Berry Ltd. (PRS) ASCAP—Siday]  
"CYRIL'S TUNE" (2:20) [Leeds ASCAP—Anthony]  
TONY HATCH (London Int'l 10523)

The London label, currently burning up the charts with the Tornados' "Telstar," can have another red-hot instrumental product from England in "Out Of This World." It's a fascinating, galloping beat rocker that maestro Tony Hatch and his outfit pound out with solid sales appeal. Companion piece is a catchy cha cha beat thumper that can also stir up attention.

"WALK RIGHT IN" (2:05) [Ryerson BMI—Darling, Svanoel]  
"WALK RIGHT IN" (2:08) [Ryerson BMI—Darling, Svanoel]  
THE MOMENTS (Era 3099)

Looks like there'll be a big battle for chart honors on "Walk Right In" in the near future. Era newcomers, the Moments, come up with a sparkling, thumpin' teen beat version of the Rooftop Singers' click folk-styled Vanguard bow. More of the same happy stuff on the all-instrumental coupler. Potent Jack Nitzsche arrangements.

"DEFROST" (2:36) [Big Bopper, Jack BMI—Scott]  
"ALBERT'S ALLEY" (2:29) [Big Bopper, Jack BMI—Scott]  
ALBERT COLLINS (Hall-Way 1913)

Here's one that can put instrumentalist Albert Collins up among the front runners. Artist's first-time-out on the Hall-Way label (handled by Smash) is a striking, hard-hitting rhythm item, tagged "Defrost," from the funky "Green Onions" r&b school. More driving sounds on the flipdeck.

## Best Bets

THE MONIQUES (Benn-X 55)

(B+) "HEY GIRL" (2:40) [Ben-Lee BMI—Bendinelli, Lee] Date is crowded with sure-handed busy-beat remarks from the songsters and their instrumental accompaniment. A rompin' rocker that could make it big. The Popular label of N.Y. handles the diskery.

(B) "GOIN' DOWN TO BIRDLAND" (2:20) [Ben-Lee BMI—Billips, Miller, Fletcher, Greenfield, Billips] Things move quickly in this whacky item.

THE IMAGINATIONS (Ballad 500)

(B+) "WAIT A LITTLE LONGER SON" (2:25) [Skeets BMI—Irby] Teen warblers may have cut a Top 100 sound with their strong upbeat blend on a tuneful too-young theme. Musicians offer a solid steady-beat attack in the setting. Deck should be eyed closely. Laurie Records is distributing the label.

(B) "MAMMA'S LITTLE BABY" (2:05) [Starling BMI—Scott] More colorful work by the team.

TONY FARRAR (Trans-Atlas 14001)

(B+) "BLAST FROM THE PAST" (2:26) [Selma BMI—Craft, DeFario] Oldie programming theme of New York deejay Murray (The K) Kaufman is used to solid bright-rock advantage by the songster and his Latinish combo-chorus backdrop. Date could collect good coin.

(B) "FOLLOWING YOU" (1:50) [Selma BMI—Craft, DeFario] Another sunny teen-market affair. London distributes label nationally.

IRMA THOMAS (Minit 660)

(B+) "TWO WINTERS LONG" (2:30) [Minit BMI—Neville] Lark, who's had chart cuts before, heads a very catchy blueser about a gal who's been counting the winters her guy had not been around (he's back). Could score.

(B) "SOMEBODY TOLD YOU" (2:30) [Minit BMI—Neville] Another catchy date, this time telling of a gal who tells her guy not to be so glib when he's told unpleasant things about her.

THE LIDOS (Mercury 72080)

(B+) "BASHANOVA" (2:15) [Criterion ASCAP—DeLory, Van Winkle] Warblers have lots to offer the kids with this infectious rock view of the Bossa Nova sound. Whacky chants are an important part of the vocal chore, and the combo stint is a constant potent factor. Ought to be eyed.

(B+) "MARINA" (1:57) [Atlantic BMI—Granata, Maxwell, Graham] This is a bright, disarming reading of the one-time international hit by Rocco Granata, still a joy to hear.

RAY CHARLES (Atlantic 2174)

(B+) "CARRYING THAT LOAD" (2:13) [Progressive BMI—Pomus, Shuman] This isn't the "modern sounds" Ray Charles, but the performer is deft at handling sunny spiritual-like numbers (this one has a romantic angle). Femme chorus is around to add to the cheerful sound. Could step-out.

(B) "FEELIN' SAD" (2:45) [Sure-Fire BMI—Jones] Low-down blueser from the artist.

HAL DAVIS (G.S.P. 2)

(B+) "LOVER'S PLAN" (2:24) [Garpax BMI—Daye] Contagious bright-beat blueser is led by singer Davis, who's backed by a happy back-up arrangement of the ork-chorus. Label, handled by the London Group, could have a hot portion here.

(B) "I DON'T KNOW" (2:41) [Garpax & House of Fortune BMI—Spotlight] Soft-spoken stint shows Davis off to good teen-ballad advantage.

THE RHODA SCOTT TRIO (Tru-Sound 418)

(B) "IN MY LITTLE CORNER OF THE WORLD" (2:25) [Hilliard, Pockriss] The onetime Anita Bryant click gets a catchy blues-styled approach, with a male songster doing the lead vocal. Good teen-market slant of a fine Tin Pan Alley tune.

(B) "FLY ME TO THE MOON" (2:40) [Howard] A femme jazz stylist does a pretty reading of the lovely oldie, which is making some noise via a Joe Harnell (Kapp) instrumental.

THE J'S WITH JAMIE (Columbia 42635)

(B) "LITTLE ME" (2:12) [Ed H. Morris ASCAP—Leigh, Coleman] The hit musical title-tune, a happy ditty ala Cole Porter's "Friendship," is brightly surveyed by the legit singing crew and a swingin' ork under Ernie Altschuler's direction. Fine legit sunny for the good-music jocks.

(B) "COME ON STRONG" (2:41) [Ed. H. Morris ASCAP—Cahn, Van Heusen] This is the sultry, smart item that was written as the main-theme of a B'way comedy that recently closed.

RAY SMITH (Smash 1787)

(B+) "THOSE FOUR PRECIOUS YEARS" (2:30) [Four Star BMI—Fuller, Fuller] The pretty teen waltzer tells of a high-school romance that looks like its going to be a lifetime pairing. Relating the sentiments with appeal is singer Smith, who is supported by a warm combo-chorus sound. Kids will feel for the portion.

(B) "ROOM 503" (2:12) [Vandadore BMI—Kearney, Bailey] A tearful "Heartbreak Hotel"-type theme.

DONNIE & THE DEL CHORDS (Taurus 357)

(B+) "I'LL BE WITH YOU (In Apple Blossom Time)" (2:45) [Jerry Vogel & Broadway ASCAP—Fleeson, Von Tilzer] Song team is out to appeal to the teeners in its softie reading of the wonderful sentimental oldie. Boys come thru nicely.

(B) "I DON'T CARE" (1:48) [Sarah & Sebiniano ASCAP—Judge] A busier-sounding romantic blend by the guys.

RONNIE SAVOY (Philips 40071)

(B+) "21,000 HAPPINESS STREET" (2:17) [Srsup & Charleston BMI—Williams] All's right with the world in this joyful Latinish rock outing from the warbler and his full ork backing, which has several attention-getting sounds. Fine happy-beat entry.

(B) "MOONLIGHT TO SUNLIGHT" (Water to Wine)" (2:29) [Peer International BMI—Barr, Blustone] Savoy's got a sad tale to tell about a romance gone astray, and he does it with much feeling.

APRIL STEVENS (Imperial 5907)

(B+) "FLY ME TO THE MOON" (2:24) [Almanac ASCAP—Howard] Those who want a strong legit showing on the lovely evergreen—on the Top 100 as an instrumental (Joe Harnell, Kapp)—can turn to this outing by the lark. She's accompanied by a choice string-filled setting.

(B) "THAT'S MY NAME" (1:59) [Post ASCAP—Lampert, Loring] Interesting moody romantic. An harmonica is spotlighted in the backing.

SONNY RICHARD'S "PANICS" with CINDY & MISTY (Chancellor 1127)

(B+) "SKINNIE MINNIE OLIVE OIL" (2:20) [Contour BMI—Knorr, Edwards] Rock gang ensemble here does a nifty novelty dance job for the kids. Bright & brassy rock treat.

(B) "THE VOODOO WALK" (2:18) [Rambled BMI—Desrocher] Whacky horror-theme item also meant to be danced to by the youngsters.

RAY RUFF (Norman 528)

(B+) "LOVE" (2:15) [Gaslight BMI—Odom, Reed] The songster and his support offer the teeners a bright rock-romantic date. Ditty's lyrics tell of guy who would like to find love, even though he knows it has its ups-and-downs. Can be a noise-maker.

(B) "LONELY HOURS" (2:03) [Dundee BMI—Tharp, Tom-sco] Speedy rockin' take.

AL BARKLE (Koo-Koo 1001)

(B) "WAIT 'TIL THE COMMERCIAL" (2:38) [Les Kangas BMI—Kangas] Cute bouncy rock novelty good-naturedly digs the power of TV to keep one glued to the set until the commercial breaks the spell. Worth spins. Diskery is based in San Gabriel, Calif.

(B) "THE SIGNAL" (2:26) [Les Kangas BMI—Kangas] Harder upbeat sound with a cheerful romantic way.

BILLIE JEAN HORTON (Custom 103)

(B) "AIN'T IT FUNNY WHAT A FOOL WILL DO" [Glad—Horton, Mathis] Lark has a sad country-styled tale to tell and she relays it with understanding. Support sound from the combo is sympathetic.

(B) "HERE COMES TROUBLE" [Tyler & Edville—Couch, Duff] Snappy country cut.

ARCH HALL, JR. (Fairway-Int'l 102)

(B) "WILD GUITAR" (2:00) [Black Rabbit BMI—Hall, O'Day] Catchy, funky-sounding stand is headed by guitarist Hall, who is feature in a teen flick of the same name. New label is based in Burbank, Calif.

(C+) "YES I WILL" (2:30) [Black Rabbit BMI—O'Day] Hall sings another teen ditty from the pic.

KING CURTIS COMBO (Alcor 016)

(B) "THE LONE PRAIRIE" (2:06) [Betalbin BMI—Curtis] The familiar P.D. tune gets a happy rock going-over from the Curtis crew, with saxes providing the spotlight sound. Could be an active cut. Label is the Everest Records affiliate.

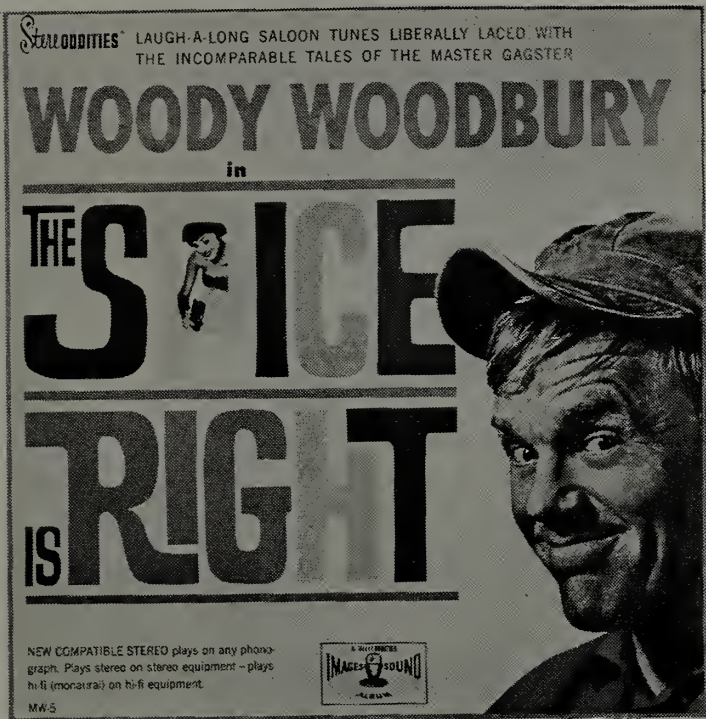
(B) "JAY WALK" (2:37) [Progressive BMI—Curtis] As the title implies, this is a novelty take for teen tastes.



# Thanks, reviewers, for all your nice words.

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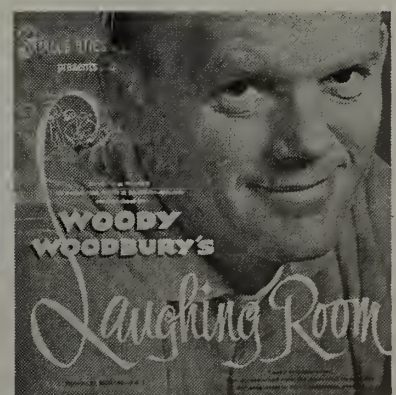
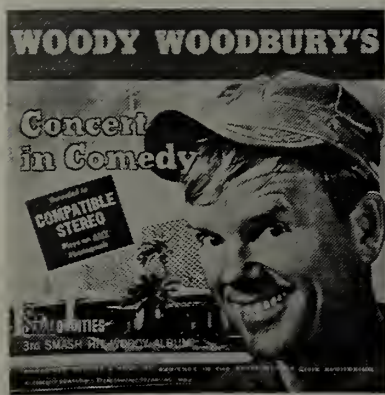
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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Best Bets

MAC REBENNACK (AFO 309)

(B+) "ONE NAUGHTY FLAT" (2:27) [At Last BMI—Montrell] Strong driving blues-jazz outing from the organist and his backing, called the Soul Orch. An explosive entry that could make it big.

(B) "THE POINT" (2:09) [At Last BMI—Rebennack] An intriguing upbeat blueser.

WARREN COVINGTON ORCH. (Decca 31452)

(B) "PERDIDO—BOSSA NOVA" (2:08) [Tempo ASCAP—Tizol, Drake, Langsfelder] The maestro who was one of the big cha-cha factors a few years ago enters the Bossa Nova race with a bright sound that's on the order of his previous cha-cha stints. Polished big-band entry.

(B) "NEVER TOO LATE" (3:05) [Sunbeam BMI—Bock, Harnick] The ork goes cha-cha on the fine tune from the legit Broadway play of the same name.

THE PHEASANTS (Throne 802)

(B) "HOT BISCUITS" (2:16) [Moon-Lake & Thorne BMI—Luis, Stark] Yet another food-themed dance novelty for the kids, and the songsters plus their combo setting know how to dish out a wild rock beat.

(B) "OUT OF THE MIST" (2:43) [Moon-Lake & Throne BMI—Eli, Livingston] Lead nicely relays a pleasant love-found opus. Good light rock-a-cha sound from the musicians.

LYNN LORING (Dore 657)

(B+) "MY NAME'S ANN" (2:07) [Meadowlark ASCAP—Lewis, Bideu] Performer, who was featured on the "Fair Exchange" TV'er (it was recently dropped), heads a solid novelty session. Backed by a busy stomp sound, lass relates a tale about a couple who have difficulty remembering their respective names. Deck could deliver.

(B) "I ONLY CRY ONCE A DAY NOW" (2:06) [Meadowlark ASCAP—Hunter] A sing-a-narrative wistful.

PHIL GUILBEAU & HIS CREOLE STOMPERS (Atlantic 5025)

(B) "CREOLE WALK" (2:48) [Cotillion BMI—Guilbeau] The infectious Creole sound is employed to fine-sounding advantage by the combo, which gets its lead voice from a trumpet. Teeners have an instrumental treat here.

(B) "OOH LA LA" (2:53) [Cotillion BMI—Guilbeau] Musicians fashion another good-natured Creole sound.

BOB TAYLOR (Stacy 953)

(B+) "(Flyin' High) AFTER HOURS" (1:55) [Old Taylor BMI—Wheeler, Taylor, Miller, Gaylord] Forget the idea of "after-hours" being the introspective time of day here, for this is a busy, instrumental-vocal blueser with a good-time attitude. Original-sounding stuff for the kids. Could happen.

(B) "PEACH FUZZ" (2:05) [Old Taylor BMI—Wheeler, Taylor] More happytime rockin'.

THE EXOTICS (Coral 62343)

(B+) "MY LIFE'S DESIRE—Part 1" (2:41) [Champion BMI—Boone] Vocalists can dish-out a deft shout-type session, as they amply display here. An organ-led combo setting is strong. There could be action for the entry.

(B+) "MY LIFE'S DESIRE—Part 2" (2:38) [Champion BMI—Boone] The exciting sound is continued.

DORA HALL (Premere 102)

(B+) "HELLO FAITHLESS" (2:10) [Acuff-Rose BMI—B&F Bryant] A fine shuffle-beat item from the pens of the Boudleaux Bryants is well-represented in this outing by the lark and her Don Rulke-directed ork-chorus backing. Worthy teen-market programming stint from the Winnetka, Ill.-located waxery.

(B) "YOU'VE GOT ME CRYIN' AGAIN" (2:25) [Isham Jones ASCAP—Jones, Newman] Nice cozy reading of the old sentimental.

LARRY MEADOWS (Regency 27)

(B) "COULDN'T THAT JUST TEAR YOUR HEART OUT" (2:07) [Arch ASCAP—Kaye, Springer] A sprightly item gets a well-defined echo chamber warble from the artist, who's backed by a Latinish combo-chorus stint. Date also includes a narrative section. Diskery is based in Los Angeles.

(B) "PRETENDING" (2:28) [Voltage BMI—Vance] Pretty combo intro for this easy-go wistful.

VON FREEMAN (Markie 103)

(B+) "WHEN YOU LOVE SOMEONE" (2:14) [Massa BMI—Freeman] Von Freeman and his crew come up with a top-flight instrumental affair with a teen-angled multi-dance beat. Tune has enough good things in it to cause quite a stir.

(B) "CHEEKS" (2:22) [Massa BMI—Freeman] Another fine instrumental side. This one's a potent, rhythmic twister.

THE MEDALLIONS (Lenox 5556)

(B+) "WHY DO YOU AT ME" [Bonatemp & Madchen BMI—Gibson] The teen set is sure to appreciate the contagious vocal-instrumental goings-on here. A solo trumpet offers the vocalists a worthy helping-hand in the backdrop. Diskery is an affiliate of Ad-Lib Records.

(B) "YOU ARE IRRESISTIBLE" [Bonatemp & Madchen BMI—Gibson] In this easy-beat romantic, the loved-one is saluted in no uncertain terms.

JOHNNY FARRO (Monique 614)

(B) "A LITTLE LOVE, A LITTLE KISS" (2:34) [Chappell ASCAP—Ross, Silesu] Pretty Italian-styled ballad is handled with a lush, legit style by the rich-voiced songster and string-loaded ork. Lyrics are sung in both English and Italian. Jukebox operators catering to large Italian markets should note.

(B) "ST. ANTHONY OF PADUA" (3:34) [Marathon ASCAP—Antonucci] A pop-styled inspirational.

GAYLON CHRISTIE (Bid 503)

(B) "SOMEONE ELSE, NOT ME" [Sherwick ASCAP—Duncan] A striking solo electric guitar sound spotlights this simple, but effective instrumental moody. A soulful sax is also a featured instrument, and, about half-way-down, a chorus does some soft chanting. Label is located in Waco, Texas.

(B) "TOO LATE" [Trinity BMI—Doyle] A vocal crew tagged The Downbeats, led by Dean Hester, heads this bright rocker.

KURT HARRIS (Josie 902)

(B) "UH HUH" (2:50) [Sizzle SESAC—Bernstein, Simons, Burton] Catchy blues-styled stuff from the songster and his organ-led backing. Vehicle is a tuneful, familiar-sounding folkish affair. Side has lots of good teen-market cheer.

(B) "YOU BETTER SHUT YOUR MOUTH" (2:32) [B. F. Wood ASCAP—Wooten, Burton, Lee] Busy blues novelty, one of the gimmicks of which is a Chipmunk-like voice.

JOHNNY (ACE) CANNON (Fernwood 135)

(B+) "HOE DOWN ROCK" (2:18) [Pure Gold & Sandra BMI—P.D.] A traditional hoe-down ditty is dressed-up for the teen crowd. Heading the sunny showing is a happy sax sound. An off-beat romp that could get attention.

(B) "SUMMERTIME" (2:12) [Gershwin ASCAP—Heyward, Gershwin] Sax again leads the way in an intriguing slow-beat reading of the classic.

CHICK CARBO (Instant 3254)

(B+) "TWO TABLES AWAY" (2:21) [Tune-Kel BMI—Neville] The r&b vet seems destined to pull some loot with this hard-driving, low-down, chorus-backed rhythmic lament. Side boasts some real smart guitar work. A natural for ops and spinners.

(B) "WHAT DOES IT TAKE" (2:33) [Tune-Kel BMI—Neville] This time out Carbo offers a fine medium-paced tradition-oriented blues ballad.

### POLKA

TEX DRAKE (B-Atlas 630) "One Key Polka No. 1"/ "One Key Polka No. 2"

DICK RODGERS (Decca 31444) "Max's Polka"/ "Good Ole Mountain Dew"

### JAZZ

DONALD BYRD (Blue Note 1853) "Hush"/ "6 M's"

LOU DONALDSON (Blue Note 1831) "South of the Border"/ "Polka Dots and Moonbeams"

DODO GREENE (Blue Note 1860) "Lonesome Road"/ "There Must Be A Way"

IKE QUEBEC (Blue Note 1874) "Loie"/ "Lloro Tu Despedida"

HORACE SILVER QUINTET (Blue Note 1871) "The Tokyo Blues (Pts. 1 & 2)"

HERBIE HANCOCK (Blue Note 1862) "Three Bags Full"/ "Watermelon Man"

### GOSPEL

THE BELLES (Choice 29) "Everyday, Everyday"/ "Wonderful Is His Name"

INGRAM GOSPEL SINGERS (Choice 28) "Will You Be Ready To Answer"/ "Jesus Lifted Me"

DRINKARD SINGERS (Choice 30) "Holding The Saviour's Hand"/ "Do You Love Him"

RASPBERRY SINGERS (Choice 31) "Without God I Could Do Nothing"/ "No More"

MAJESTIC (Salvation 11) "Movin' On"/ "Goin' Home"

ALEX BRADFORD (Choice 34) "It Is Well"/ "I Found The Answer"

ROBERT BANKS (Salvation 111) "Leaning"/ "God Specializes"

SAVETES (Choice 32) "Just Make It In"/ "Thinking Of A Friend"

BRADFORD, STEWART, WILLIAMS & STARS OF FAITH (Veejay 915) "Poor Little Jesus Boy"/ "Go Where I Send Thee"

SENSATIONAL JUBILETTES (Message 8000) "Remember Judgment Day"/ "Jordan River"

ARTISTIC NIGHTINGALES (Salvation 2002) "I Want A Double Portion of God's Love"/ "Holy Ghost Fire"

CARAVANS (Gospel 1071) "I Won't Be Back"/ "Remember Me, Oh Lord"

FAMILY CIRCLE (Peacock 1869) "Mighty, Mighty Clouds of Joy"/ "None But The Righteous"

SENSATIONAL NIGHTINGALES (Peacock 1870) "Don't Put Off Today"/ "All Be Over"

FIVE BLIND BOYS (Peacock 1868) "Lord Remember Me"/ "Father I Stretched My Hands To Thee"

REV. C. L. FRANKLIN (Battle 45903) "Our Mother Loves Her Children"/ "I Will Trust In The Lord"

GOSPEL HARMONETTES (Savoy 4183) "My Father's Children"/ "Daniels Stone"

HOLMES SISTERS (Nashboro 755) "God Got His Hand On Me"/ "The Love Of Jesus"

CONSOLERS (Nashboro 754) "Over Yonder"/ "God Makes No Mistakes"

EMMA TUCKER (Nashboro 753) "Look And See"/ "Come On And Go"

SIX TRUMPETS (Nashboro 752) "Don't You Know Why"/ "When Trouble Arises"

TRAVELING KINGS (Nashboro 747) "Could Have Been Gone"/ "God's Been Good"

BONITA CANTRELL (Nashboro 748) "Sweet Heaven"/ "Marching Home"

PHILLIPIAN GOSPEL SINGERS (Nashboro 749) "Great Camp Meeting"/ "He Lightened My Heavy Load"

BONITA CANTRELL (Nashboro 747) "God's Been Good"/ "Could Have Been Gone"



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# LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- |   |   |   |   |
|---|---|---|---|
| 1 <b>DARKEST STREET IN TOWN</b><br><i>Jimmy Clonton (Ace 8005)</i>                  | 13 <b>MEXICAN JOE</b><br><i>Pat Boone (Dot 16416)</i>                       | 26 <b>TROUBLE IN MIND</b><br><i>Aretha Franklin (Columbia 426225)</i>               | 38 <b>THE PICK-UP</b><br><i>Conway Twitty (MGM 13112)</i>                     |
| 2 <b>MY MAN — HE'S A LOVIN' MAN</b><br><i>Betty Levett (Atlantic 2160)</i>          | 14 <b>WILD WEEKEND</b><br><i>Rebels (Swan 4125)</i>                         | 27 <b>WISHING STAR (THEME FROM TARAS BULBA)</b><br><i>Jerry Butler (VeeJay 475)</i> | 39 <b>SAILOR BOY</b><br><i>Cathy Carr (Laurie 3147)</i>                       |
| 3 <b>WHAT GOOD AM I WITHOUT YOU</b><br><i>Jackie Wilson (Brunswick 55236)</i>       | 15 <b>YOU'RE GONNA NEED ME</b><br><i>Barbara Lynn (Jamie 124)</i>           | 28 <b>AL DI LA</b><br><i>Connie Francis (MGM 13116)</i>                             | 40 <b>SPANISH TWIST</b><br><i>Roller Coasters (Holiday Inn 110)</i>           |
| 4 <b>RED PEPPER</b><br><i>Roosevelt Fountaln &amp; Pens (Prince-Adams 447)</i>      | 16 <b>LITTLE TIN SOLDIER</b><br><i>Toy Dolls (Era 3093)</i>                 | 29 <b>POPEYE WADDLE</b><br><i>Don Covay (Cameo 7239)</i>                            | 41 <b>WHAT TO DO WITH LAURIE</b><br><i>Mike Clifford (United Artists 557)</i> |
| 5 <b>BIG NOISE FROM WINNETKA</b><br><i>Cozy Cole (Coral 62339)</i>                  | 17 <b>OOH LA LA LIMBO</b><br><i>Donny &amp; Juniors (Guyden 1240)</i>       | 30 <b>EVERYDAY I HAVE TO CRY SOME</b><br><i>Steve Aloimo (Checker 1032)</i>         | 42 <b>NEVER LET YOU GO</b><br><i>Five Discs (Cheer 1000)</i>                  |
| 6 <b>I'VE GOT THE WORLD BY THE TAIL</b><br><i>Claude King (Columbia 42630)</i>      | 18 <b>FROM THE BOTTOM OF MY HEART</b><br><i>Deon Martin (Reprise 20116)</i> | 31 <b>HE'S SURE THE BOY I LOVE</b><br><i>Crystals (Philly 109)</i>                  | 43 <b>TO LOVE</b><br><i>Roi Donner (Gone 5133)</i>                            |
| 7 <b>BIG BOAT/TINY SPARROW</b><br><i>Peter, Paul &amp; Mory (Warner Bros. 5325)</i> | 19 <b>LET ME ENTERTAIN YOU</b><br><i>Roy Anthony (Capitol 4876)</i>         | 32 <b>LET THE FOUR WINDS BLOW</b><br><i>Sondy Nelson (Imperial 5904)</i>            | 44 <b>HULA HULA DANCIN' DOLL</b><br><i>Trade Martin (Coed 573)</i>            |
| 8 <b>DO YOU HEAR WHAT I HEAR</b><br><i>Harry Simeone Chorale (Mercury 72065)</i>    | 20 <b>LITTLE WHITE LIES</b><br><i>Kenjolairs (A &amp; M 704)</i>            | 33 <b>MIND OVER MATTER</b><br><i>Noland Strong (Fortune 546)</i>                    | 45 <b>GUILTY</b><br><i>Crests (Selmo 311)</i>                                 |
| 9 <b>JELLY BREAD</b><br><i>Booker T. &amp; MG's (Stax 131)</i>                      | 21 <b>TOWN CRIER/RAINBOW</b><br><i>Tommy Roe (ABC Paramount 1037)</i>       | 34 <b>THE IN-BETWEEN YEARS</b><br><i>James McArthur (Scepter 1241)</i>              | 46 <b>HOW DO YOU TALK TO AN ANGEL</b><br><i>Etto James (Argo 5430)</i>        |
| 10 <b>PEPPERMINT MAN</b><br><i>Dick Dale &amp; Del-Tones (Deltone 5020)</i>         | 22 <b>WILLIE CAN</b><br><i>Sue Thompson (Hickory 1196)</i>                  | 35 <b>A GYPSY CRIED</b><br><i>Lou Christie (Roulette 4457)</i>                      | 47 <b>BOOK OF SONGS</b><br><i>Lydells (SCA 18001)</i>                         |
| 11 <b>HEY PAULA</b><br><i>Poul &amp; Paulo (Philips 40084)</i>                      | 23 <b>THE BEST MAN CRIED</b><br><i>Clyde McPhatter (Mercury 72051)</i>      | 36 <b>THESE GOLDEN RINGS</b><br><i>Jive Five (Beltone 2029)</i>                     | 48 <b>I'M A WOMAN</b><br><i>Peggy Lee (Capitol 4880)</i>                      |
| 12 <b>GONNA RAISE A RUCKUS TONIGHT</b><br><i>Jimmy Dean (Columbia 42600)</i>        | 24 <b>JOEY'S SONG/HOT TACOS</b><br><i>Bill Block's Combo (Hi 2059)</i>      | 37 <b>I FOUND A NEW BABY/KEEP A-WALKIN'</b><br><i>Bobby Dorin (Atco 6244)</i>       | 49 <b>LOOK AT ME</b><br><i>Dobie Gray (Cor-Dok 1602)</i>                      |

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**NEW YEAR**  
**WITH THESE**  
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**SINGLES**



**BUDDY GRECO**

**"STRANGER"**  
5-9563



**BOBBY VINTON**

**"TROUBLE IS MY MIDDLE NAME"**  
C/W "LET'S KISS AND MAKE UP"

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**TED TAYLOR**

**"I'LL RELEASE YOU"**  
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DON'T EVER LEAVE ME & POOR MAN'S BOSS & A RICH MAN'S GOLD &  
& THE HEART YOU BEAR MAY BE YOUR OWN & I LOVE YOU SOBEST  
& STOP, LOOK AND LISTEN & A STRANGER IN MY ARMS & TRY AGAIN



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OL 2-2230

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**TROUBLE  
IS MY  
MIDDLE  
NAME**

**BOBBY  
VINTON**

5-9561

**STRANGER**

**BUDDY  
GRECO**

5-9563

*Okeh*

**I'LL**

**RELEASE**

**YOU**

**TED  
TAYLOR**

4-7165

**BLACK  
PEPPER**

**WILL**

**MAKE**

**YOU**

**SNEEZE**

**ROY LEE  
JOHNSON**

4-7160



# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO DECEMBER 19TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Willie Can—Sue Thompson—Hickory			64%
47%	He's Sure The Boy I Love—Crystals—Philles			47%
39%	Walk Right In—Rooftop Singers—Vanguard			63%
38%	Loop De Loop—Johnny Thunder—Diamond			66%
34%	Shake Me I Rattle—Marion Worth—Columbia			61%
32%	Ballad Of Jed Clampett—Flatt & Scruggs—Columbia			48%
32%	Hey Paula—Paul & Paula—Philips			30%
30%	The Popeye Waddle—Don Covay—Cameo			86%
29%	Mama Didn't Lie—Jan Bradley—Chess			29%
29%	I'm A Woman—Peggy Lee—Capitol			48%
27%	Cast Your Fate To The Wind—Vince Guaraldi—Fantasy			27%
27%	See See Rider—Lavern Baker—Atlantic			89%
25%	From A Jack To A King—Ned Miller—Fabor			44%
24%	What To Do With Laurie—Mike Clifford—U.A.			60%
22%	Proud—Johnny Crawford—Del-Fi			37%
22%	Remember Then—Earls—Old Town			58%
21%	All About My Girl—Jimmy McGriff—Sue			21%
19%	Seein' Is Believin'—Eddie Hodges—Columbia			19%
19%	Cross Over The Bridge—Barbara McNair—KC			37%
18%	Java—Floyd Cramer—RCA Victor			42%
17%	I Wanna Be Around—Tony Bennett—Columbia			17%
17%	It's Up To You—Rick Nelson—Imperial			74%
16%	I Will Live My Life For You—Tony Bennett—Columbia			16%
16%	Santa Claus Is Coming To Town—4 Seasons—Vee Jay			97%
14%	I'm Gonna Be Warm This Winter—Connie Francis—MGM			40%
14%	What Good Am I Without You—Jackie Wilson—Brunswick			14%
13%	Echo—Emotions—Kapp			13%
13%	Remember Me—Johnny Burnette—Chancellor			13%
12%	Don't Make Me Over—Dionne Warwick—Scepter			36%
11%	Up On The Roof—Drifters—Atlantic			71%
11%	Good Buddies—Crawford Brothers—Del-Fi			11%
11%	Tell Daddy—Ben E. King—Atco			11%
10%	Pocketful Of Money—Cheryl Williams—Kapp			10%
10%	Auf Wiedersehn, My Dear—Ben E. King—Atco			10%

### LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Little Tawn Flirt Del Shannon (Bigtop)	82%	My Coloring Book Sandy Stewart (Calpix)	57%	Same Kinda Fun Chris Mantez (Managrom)	50%
Deep Inside Me Tams (Arlen)	32%	Lavesick Blues Frank Ifield (Vee Jay)	65%	Red Pepper II Raasevelt Fountain (Prince Adams)	16%
Cinnaman Cinder Pastel Six (Zen)	22%	Big Baat Peter, Paul & Mary (Warner Bras.)	20%	Gain' Ta Bastan Little Sisters (MGM)	7%
My Coloring Book Kitty Kallen (RCA Victor)	64%	Mally Bobby Galdsbara (Laurie)	23%	My Coloring Book George Chakiris (Capitol)	12%
Hula Hula Dancin' Dall Trade Martin (Coed)	36%	I Saw Linda Yesterday Dicky Lee (Smash)	93%		



# WHAT HAPPENED TO BABY JANE?

---

**SHE HAS A BIG SMASH!**

---

**“DOGGIE IN THE  
WINDOW”**

---

**BY**

**BABY JANE  
AND THE ROCKABYES**

UNITED ARTISTS RECORDS NO. UA 560  
Produced by LEIBER & STOLLER

*Another first from*



*The Proudest Name In Entertainment*



# Mercury Sets Regional Sales Meets

CHICAGO—Mercury Records staffers will visit four cities Dec. 27 through 29 for a series of annual sales meets for distributors and sales personnel. The meets will be held Dec. 27 in Los Angeles and Atlanta; Dec. 28 in New York City, and Dec. 29 in Chicago.

During the meetings, president Irving B. Green will discuss Mercury's plans for 1963 in terms of company expansion to keep pace with the constantly growing market, and programs designed to bring 1963 sales figures even beyond Mercury's announced 23 per cent increase in volume for 1962.

Irwin Steinberg, exec veep, will cover marketing plans as related to the company's recent research into all areas of merchandising, promotion and marketing.

Kenneth S. Myers, VP in charge of sales, will present the new Jan. release and will discuss the cooperative ad budget, salesmen's contests, and new merchandising pieces. Myers will also cover the strengthening of Mercury's sales force in order to better meet the needs of the current marketing picture.

Mercury personnel who will be par-

## Cameo-Parkway Pacts Eastwood & O'Connell

NEW YORK—Cameo-Parkway has announced the waxing of Clint Eastwood's premier single for the label, "Rowdy," b/w "Western Wedding Song." Simultaneous release will be made the week after Christmas in this country and in England, where the actor-singer's TV series, "Rawhide,"

The diskery also announced that songstress Helen O'Connell has cut her stress Helen O'Connell has cut her first album, which is titled "If The Big Bands Were Here Today—Vol. IV." The previous three releases in this series featured the orchestra of Bernie Lowe doing the nostalgic sounds of the big bands, and Bobby Rydell in "An Era Reborn." The lark does such standards as "Fly Me To The Moon" and "Witchcraft."

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ticipating include Wilma Cozart, vice-president; Shelby Singleton, vice-president; Hal Mooney, Quincy Jones, Claire Van Ausdell, David Carroll, Dick Bruce, Lou Reizner, Morris Diamond, John Woolford, Bernard Bradton, Herb Rosen, Doug Hawkins, Harold Lawrence, George Balos, Jim Ladwig, Harry Kelly, Mike Kerr, Marvin Wolfberg, Herbert Wolfson, Paul Dudas and Millie Stergis.

The meets will be held at the Beverly Hilton Hotel in Los Angeles; the Hilton Inn in Atlanta; the Park Sheraton in New York and the Executive House in Chicago.

## UA Will Bow 26 LP's At Sales Meet

NEW YORK—United Artists Records will unveil 26 new albums at its '63 Jamboree Sales Meeting for distributors in New York on Jan. 4, it was announced last week by Art Talmadge, president. The meet, which will be attended by all UA distributors, will be held at the Americana Hotel with Morris S. Price, national sales director, conducting the day-long session.

Considered one of the strongest releases in the history of UA, the '63 Jamboree program includes five new Jazz packages, five new Tale-Spinners For Children kiddie records, and 16 albums in the pop, country and western, comedy, international and classical fields. Included are sets by such top UA regulars as Ferrante and Teicher, Al Caiola, The Highwaymen, George Jones, Tito Rodriguez, Gus Vali and LeRoy Holmes.

The new releases will also feature, for the first time on the label, Jan Peerce, Duke Ellington and Max Roach, Billy Strayhorn, Harry Morton, and Rafael and the Orchestra Latino. Making their album debut will be The Exciters, whose current single, "Tell Him," is a big chart item for UA, and the Musidisc Symphony Orchestra with selections from famous operas which will be released at popular prices in mono and stereo versions.

## Reprise Opens '63 With 9 New Albums

NEW YORK—Nine albums, including a Frank Sinatra-Count Basie teaming, comprise the first LP product of '63 from Reprise Records.

In addition to the Sinatra-Basie effort, the release—made available last week—also includes: Dean Martin's "Country Style," "Sammy Davis, Jr. at the Coconut Grove," Ethel Merman's "Merman in Vegas," "Les Baxter's Balladeers," Shorty

## WB Ups Deane To Eastern Promo Mgr.

BURBANK—Marvin Deane has been promoted to the post of eastern regional promotion for Warner Bros. Records, according to an announcement by Joe Smith, national promotion head.

Deane, previously the label's promotional rep in New York and New Jersey, will be responsible for handling all artists' relations in the east and will coordinate special promotions with WB's eastern distributors, service distributors and radio stations and maintain liaison with trade papers.

He will work closely with eastern A&R director Stan Applebaum, dealing with artists' personal managers and their reps. Deane, who has been with WB for the past year, coming to the label after a stint as national promotion manager for London Records, will continue to report to Smith.

## Atlantic Completes Top Sales Year;

### Gross Sales Exceed \$7 Million

NEW YORK—Atlantic Records had its most successful year in 1962, with gross sales of Atlantic & Atco product topping the \$7 million mark, the label reported last week.

The label declared that an increase in both singles and albums over the 12 month period established the record gross.

"Several reasons are responsible for the success of our operations this year," according to Ahmet Ertegun, president of the label.

We have become very much aware

of the greater diversity of product which the record buying public is demanding, both in the singles and album fields. We were fortunate to have met that demand with a number of important releases, including three singles that each sold over a million copies; 'Stranger On The Shore,' by Mr. Acker Bilk (Atco), 'Green Onions' by Booker T. & The M.G.'s (Stax), and 'Alley Cat' by Bent Fabric (Atco). All three were followed by associated albums, which have sold and continue to sell extremely well.

"This year, the recordings of both established performers, as well as new artists earned audience acceptance. On the Atlantic label, the popular Drifters added two more winners to their long list of big recordings; their currently successful 'Up On The Roof' and 'When My Little Girl Is Smiling,' which was released earlier this year. The resurgence of LaVern Baker in the singles field has been a welcome event. Her recording of 'See See Rider' is currently a best-seller. The same is true of Carla Thomas, who returned to the winner's circle with 'I'll Bring It Home To You.' Another Atlantic artist, Solomon Burke, who has proved himself a consistent hit maker, was represented this year with 'Cry To Me,' 'Down In The Valley,' and his new release, 'I Said I Was Sorry' and 'Go On Back To Him.'

"We were privileged that one of the most talented performers in our industry, Mel Torme, joined Atlantic to record both albums and singles for the label. His first single, 'Comin' Home Baby,' was quick to win enthusiastic approval."

"We introduced several new performers this year who gained immediate followings; Booker T. & The M.G.'s, whose aforementioned 'Green Onions' produced a million seller the first time out. His follow-up disk, 'Jelly Bread,' is already moving at an impressive pace. Other new talents who hold enormous promise are Betty Lavett with 'My Man—He's A Lovin' Man' (Atlantic) and William Bell with 'You Don't Miss Your Water' (Stax).

"On Atco, Ben E. King's 'Don't Play That Song,' The Ikettes' 'I'm Blue,' and Acker Bilk's 'Above The Stars' were all outstanding singles. Bobby Darin was represented on Atco by at least three hits: 'Multiplication,' 'What'd I Say,' and 'Things.' Bent Fabric's 'Chicken Feed' is already shaping up as a strong successor to 'Alley Cat.'

(Continued on page 119)

## CBS Label Set For Benelux

NEW YORK—Columbia Records and William and Jasper Slinger, owners of Artone Gramophone N.V. of Haarlem, Holland have announced their association for the introduction of CBS disks in the Benelux countries. The Slingers will form a completely new organization to press and distribute in Belgium, Holland and Luxembourg.

Belgium will have a separate CBS sales set-up located in Brussels in the Centre International Rogier headed by Pascal Robiefruid. Operations are expected to begin in early Jan.

## Nelson Verbit Dies

PHILADELPHIA — Nelson Verbit, owner of the large Marnel distributorships in Philadelphia and Baltimore, died last week (19) at Philadelphia's Einstein North Hospital as a result of a heart attack he suffered on Nov. 20. He was 46-years-old.

Besides as operation of Marnel, Verbit served the industry as a board member of ARMADA, the distrib organization. Surviving are his widow and son, Marshall, who worked with his late father at Marnel's Philadelphia office.

## Avnet Denies Confabs To Buy Atlantic

NEW YORK—A flat denial that discussions were taking place between Liberty Records and Atlantic Records for the former's purchase of Atlantic was made last week by Lester Avnet, president of Avnet Electronics, which acquired Liberty earlier this year.

Trade talk had it that such a deal was in the works, but while Liberty prexy Al Bennett said no decision on the matter would be reached before Jan. 1, Ahmet Ertegun, head of Atlantic, told Cash Box that the label wanted to buy, not sell.

The following statement by Avnet would seem to indicate that although Liberty would not shy away from such discussions, Atlantic definitely has a "Not for Sale" sign on its door:

"In order to rectify trade stories and rumors which have been circulating in the past few days, I should like to state categorically that neither Liberty Records nor the Avnet Electronics Corp. of which it is part, is in discussion with Atlantic Records for the purpose of acquisition or merger. While it is true that Liberty Records and Avnet are presently interested in acquisitions both in and out of the record fields and while we have the highest regard for Atlantic Records, we have no reason to believe that Atlantic is or has been interested in any sale or merger."



# Roulette Bringing Distributors To N.Y. For Jan. Sales Meet

NEW YORK—Roulette Records will hold a national sales meeting for all its distributors in New York on Saturday, Jan. 5 and Sunday, Jan. 6. Meet will be attended by both the distributors, as well as their sales and promotion personnel, at the Plaza Hotel and, according to Bud Katzel, the label's general sales manager, a record turnout is expected.

The January Sales Meeting sets a new precedent for Roulette. Prior to this meet, the diskery's only full scale national meets were held the latter part of the summer months as a prelude to the firm's fall programs. This forthcoming meet will set the stage for the presentation of the company's first album release schedule for 1963 and a general discussion of its future plans for the first half of the year.

On Friday, Jan. 4th, Roulette will conduct a promotion meet and seminar for the distributors personnel as well as for the label's own field staff. The Sat., Jan. 5 meet will be a general open meeting, at which time the new album releases for Jan. will be unveiled, and a wide open discussion on company policy, past, present and future, and mutual industry problems will be undertaken.

On Sun., Roulette will continue a unique feature of their meets, which was first instituted three years ago. The diskery will hold scheduled, private, in-person meetings with each distributor, at which time specific individual problems will be the chief concern. Also, at this time, the distributor will write his initial order for the new January product, as well as catalog merchandise. Each distributor will be allotted from 20 to 30 minutes for their private appointments.

According to Katzel, Roulette has found these private meetings one of

## London To Handle Coed Hits Abroad

NEW YORK—Coed Records has just concluded a deal whereby London Records will release successful Coed disks throughout most of the world. Deal is for three years and includes guarantees for the exploitation of the label's American artists abroad. Label has been getting click dates out of The Dupress and Trade Martin. Mimi Trepel of London and Andrew Feinman, Coed attorney, worked out the deal.

## Sandy Nelson Re-Pacts With Imperial

NEW YORK — Sandy Nelson, the strong teen-market percussionist, has been re-pacted to Imperial Records under a \$100,000 five-year contract, it was reported last week.

Over the past two years, Nelson has cut seven albums and six singles, including such LP successes as "Let There Be Drums," "Drummin' Up a Storm" and "And Then There Were Drums," also the titles of singles clicks.

It was also announced that Nelson had signed with the Cliff Aronson Agency for TV and flick representation.

the most gratifying segments of these distributor conclaves. "It enables us to get to the heart of a distributor's problem and to attempt to understand and cope with it without burdening other distributors who may not be faced with such matters and are unconcerned by it. In this way, matters relating to a specific territory can be isolated and dealt with more effectively . . ."

The Roulette meet will be attended by the entire executive staff and will be helmed by the company's president, Morris Levy, along with Katzel and Howard Fisher, comptroller, and also including A & R heads George Goldner, Henry Glover and Teddy Reig.

## Brown Meggs Now Heads Eastern Operation Of Capitol

NEW YORK — Capitol Records has promoted Brown Meggs to the newly-created post of director of eastern operations.

Meggs, who previously was executive assistant to the veep of eastern operations, a slot discontinued after Joe Csida resigned earlier this year, will be responsible for administration of the firm's executive offices in the east.

In addition, he will bear executive responsibility for Capitol's corporate public relations and will act in an advisory capacity to Capitol Records Distributing Corp. (CRDC) in its single marketing activities, specifically in the area of singles advertising.

Meggs will report directly to Alan W. Livingston, president of Capitol, while Fred Martin, Capitol's Hollywood-based public relations director, will now report to Meggs.

Meggs joined Capitol in Sept., 1958, as a member of the merchandising dept. The following Sept., he was appointed director of public relations, the post he held until last Mar., when he was transferred to N.Y. as Csida's executive assistant.

## McGuires Looking For New Label, Says Kane

NEW YORK—The McGuire Sisters, a featured attraction on the Coral label for the past 11 years, are shopping around for a new diskery, according to their manager, Murray Kane.

Vocal trio's pact with Decca Records, parent company of Coral, ends in Jan. Kane said he was considering a number of offers from various, unnamed labels, with an announcement coming shortly as to their new affiliation.

Kane added that negotiations are being conducted on a "two for one" basis, since a member of the crew, Phyllis, has been doing solo stints of late and is expected to record occasionally as a solo.

Dorothy McGuire has just given birth to her second son and the sister act will continue upon her return. Meanwhile, Phyllis continues to do some work as a single.

Team is committed for three more dates in the next two years at the Desert Inn in Las Vegas.

# Columbia Realigns Sales Force

NEW YORK—Columbia Records has made a number of changes in its sales organization.

Realignment was made, an announcement said, in order to "carry out most effectively the assignment of the Columbia Records sales organization in a continually changing industry."

Joseph Lyons has been promoted to the position of marketing director, product sales and planning. In this position, he will be responsible to William Gallagher, marketing, vice-president, for studies and recommendations for maximum catalog utilization and distribution efficiencies in the profit centers responsible to the marketing department.

Lyons joined Columbia in 1956 as manager of the Philadelphia branch

of Columbia Records Distributors, Inc. In 1958, he was promoted to District Sales Manager of the Columbia Records Sales Corporation and in Jan. 1961 he was promoted to Field Sales manager.

The director of sales, Jack Loetz, has announced the following realignment in the Columbia Records Sales Corporation Organization:

With the promotion of Lyons to marketing, Maurice Hoffman, manager of national sales, will now be directly responsible for all line activities of the Field Sales organization.

Richard Smith, manager of product services, will be responsible to Jack Loetz for maintaining liaison between the various product managers of the sales corporation and creative services. In addition, John Weihing, manager of Columbia's order services, will now report to Mr. Smith.

Peter Munves will assume the responsibility of Masterworks product manager. He will be responsible to Loetz for all merchandising of Masterworks products, including original cast albums.

Reassigned as assistant product manager at Masterworks is Thomas Berman, who will assist Munves in all aspects of his work.

Bruce Lundvall is reassigned as pop product assistant product manager. He will be responsible to Joseph Norton, product manager of popular product, for assigned merchandising responsibilities.

Sal Forlenza has returned to the New York Office and has been reassigned as manager of field communications. In this position, Forlenza is responsible to Loetz for all field sales communications, including Insight and the Newsletter.

In addition, the following organization changes have been made:

The educational department, under Frederic Johnson as manager of pop-product merchandising under Joseph Norton as product manager, and single records merchandising under Thomas Catalano as product manager, will now all be the responsibility of Loetz.

## Freed Pleads Guilty On 2 Payola Counts; Suspend Sentence, \$300 Fine

NEW YORK—After pleading guilty to two counts of accepting payola, Alan Freed, former deejay "King of Rock 'n Roll," received a six months suspended sentence and a \$300 fine in New York Criminal Court last week (17).

Sentence and fine were handed down by Judge John M. Murtaugh, who heard Freed plead guilty to the payola charges on the same day.

Freed was originally indicted in May, 1960 of accepting more than \$20,000 in payola while conducting rock 'n roll shows on New York radio stations WINS and WABC.

Freed pleaded guilty to two counts of a 25 count information, each of counts carrying a misdemeanor charge. They charged that he accepted "gifts & gratuities" as an agent and employee without the knowledge of his employer, a violation of New York's commercial bribery statute.

Freed offered pleas of guilty on the first count, accepting \$2,000 from Cosnat Distributing and the 11th, accepting \$700 from Superior Record Sales.

In addition to the 25 count information, there was a separate one count indictment charging that Freed accepted \$10,000 from Roulette Records during the period he was broadcasting on WINS.

## Command Mono Sales Up 40%; Showtunes, Dance LP's Do It, Says Light

NEW YORK — Command Records, famous for its stereo product, has made "giant strides" in recent months in the sale of mono LP's, according to Enoch Light, who guides the label's activities.

With three of Command's most recent releases—"Carousel" with Roberta Peters and Alfred Drake; "Enoch Light Plays Irving Berlin at Carnegie Hall"; and "Big Band Bossa Nova" with the Light Brigade—the label has shown a 40% increase in mono sales.

It was noted that whereas Command's sales are usually 75% stereo and 25% mono, the ratio with these three albums has been 60-40.

"Since Command started four years ago, the line's overwhelming appeal has been to the stereo equipment owner," Light says.

But the recent sales increase in Command's mono catalog, according to Light, is due to the hifi (non-stereo) fan's ready acceptance of showtunes and popular dance rhythms, as exemplified by the three recent albums.

Light says that Command intends to continue to increase its activities in both the showtune & popular dance rhythm areas.

Another Peters-Drake teaming is slated for early next year and other Light Brigade LP's are set for '63.

## RCA Expects Top 1st Qtr. In Phono-Radio-TV Sales

NEW YORK—RCA Sales Corp. expects a record first quarter next year in home entertainment sales, reflecting the strong sales pace of the home entertainment industry as a whole.

Prediction came last week from Raymond W. Saxon, marketing veep, at the unveiling of a new line of TV's and tape recorder in Chicago.

"The addition of these new models will strengthen each product category in time for the home entertainment industry's anticipated best first quarter in history," Saxon said.

"RCA anticipates a definite increase in its overall home instrument business during the initial three months of 1963," he added.

A feature of new RCA product is the firm's first self-contained stereo tape recorder-player, which contains a transistorized amplifier and speaker.



## NEW YORK:

Mike Gruber, national promo mgr. for Canadian-American on the road this past week to plug away on Jennie Smith's "(I Won't) Go Away Little Boy" (answer to the Steve Lawrence smash) and newly-signed lark, Terri Allen's up-dating of "Goodnight, It's Time To Go." . . . George Biagio, of Lionel Hampton's Glad-Hamp diskery, sez that Lionel's "Bossa Nova Jazz" LP sales have surpassed all expectations and that his single, "Recado," is showing up strong in the Balt. area . . . Congrats are in order for Harmon's topper Ted Harmon and exec Eddie Newmark. Ted's wife Marilyn gave birth to a baby gal on 12/10 and Ed was set to marry Miki Weintraub on 12/16. . . . Colpix exec Ray Lawrence informs that the Sandy Stewart reading of "My Coloring Book," is breaking wide open 'round the country with great airplay in the Philly, Cleveland, Miami and L.A. marts. . . . The Cookies, who are clicking big with their Dimension bow, "Chains," were set to do the lid on the 12/20 Dick Clark Bandstand TV'er. . . . Ivan Mogull notes that his sec'y Gloria Cooper left for her home in London, Eng. for a vacation/business trip. The biz half'll be in behalf of Four Star and Ivan Mogull Ltd.

beginning 1/12. . . . Bob Reno, rep for Lor Crane, notes that Lor's the arranger and conductor of Penny Rae's "Shame, Shame, Shame" (Infinity) and Andy Parris' "Jeannie" (Manco). . . . Danny Crystal, Pat Boone's eastern rep, set for the 12/19 Joe Franklin TV'er, due to the fan response from the Long John Nebel Show. . . . Between his many TV outings, Earl Wrightson'll be visiting eastern cities in behalf of his new Columbia stand, "When A Fellow Needs A Friend" a tune from the shuttered "Nowhere To Go But Up." . . . Air Wave's planning an LP by 7-year-old Little Cori, who's Xmas offering, "An Oscar For Santa," was clefted by New Jerseyites J. Aramando, N. DiNardo and V. Petolino. . . . The Standards, who'll be at Brooklyn's 18 Club for the New Year weekend have been signed to Joe Lamonaco's Debro label. Their 1st release, "Tears Bring Heartaches," is skedded for a Jan. 1 release.

Kapp's promo-man-about-town Gene Armand's quite excited with the action and advance sale on Marc London & Co.'s "The President Strikes Back" LP and, single-wise, the Emotions' "Echo," Joe Harnell's "Fly Me To The Moon" and a newie, "Our Love Will Come," by Ruby & the Romantics. . . . Mickey Wallach up to note that Connie Francis has on a

especially in his area and that the Blenders are busting thru, especially on the r&b level, with their Cortland deck, "Everybody's Got A Right." . . . Cleffer Al Neiburg excited with the charts prospects on three of his new tunes, Alice Darr's "Love Does Funny Things" (Parker), Kitty Kallen's "Call Me Fool" (RCA) and Ruby Fisher's "Rascals Of Milan" (VJ).

## CHICAGO:

Newly formed local label Take Ten Records is off to a flying start equipped with some very encouraging reports on initial sides "Lady Luck" b/w "We're In Love" by The Creations. Diskery's local distributor is Summit. . . . Sammy Kaplan pens word from Detroit that Roulette package "At Home With That Other Family" is garnering first rate attention out there. . . . Following successful stints in Houston and Dallas, One-derful Records pactees the Five Duttones will be doing local p.a.'s in behalf of current coupling "Come Back Baby" b/w "Dry Your Eyes." Label prexy George Leaner advised that the deck has already begun to click here. . . . Latest addition to the French Village's nitery chain is the Troubadour Lounge, located at 862 N. State and helmed by Kal Fagan who also manages the spa's current headliners—Robby & The Troubadors. . . .

expecting a lion's share of album sales with the Clan label's contribution to the current trend, tagged "My Son, The President" featuring Christopher Weeks and Fran Stacy.

Summit's Bill McCloud, looking forward to the release next week of Allan Sherman's second album "My Son The Celebrity" and a brand new package by Peter Paul & Mary, has been making the rounds with The Creations waxing of "Lady Luck" on the Chi-based Take Ten label. . . . Smash topper Charlie Fach is mighty pleased with the initial sales results on a pair of items on the Hallway label, which was recently picked up by Smash for national distribution. Sides are "Defrost" by Albert Collins and "My Voice Is Changing" by Jack Clement.

"Remember Me" by Johnny Burnette (Chancellor), "Welcome Home" by Frankie Avalon and "When Your Hair Turns To Silver" by TV comic Frank Fontaine (ABC-Para) are keepin' things movin' over at Garmisa Dist. . . . Liberty's Harvey Goldstein had much to say—all good—about national sizzlers "The Night Has A Thousand Eyes" by Bobby Vee, the Chipmunk single and Christmas LP, and The Ventures "2,000 Lb. Bee." . . . Local songster Chuck Baker, who's been doing weekends at Dan's Old House on



COOKIES



MINA



MICHAEL-ANN



NANCY SIANO



PANICS



JOHN CONTE

Joe Bott telegraphed from out Chi-way that there's been spectacular sales and airplay on Paddy Roberts' ". . . And A Happy New Year" after just one play on Dan Sorokin's WCFL's show. Joe sez it's most newsworthy since the deck deals with the cynicism towards the commercialization of Christmas and since there's been practically no airplay . . . Warner Bros. Sid Schaefer dropped by last week to tell us that the W.B.-distributed Valiant label has a 'sleeper' that's finally awakening in the Cascades' "Rhythm In The Rain"—especially so in the Boston area . . . Sid Prosen notes that the Five Discs' Cheer waxing of "Never Let You Go" is following in the hit footsteps of the Excellents' "Coney Island Baby" (Blast).

Era topper Herb Newman buzzin' from the coast that his waxing of "Walk Right In," by the Moments, is sales-spreading like wild-fire 'round the country. Herb adds that he has a smash in the Toy Dolls' "Little Tin Soldier." . . . The Ray Rivera Trio in a 10-day, starting 12/21, stint at Gros-singer's Hotel and follows with a 4-week gig at The Other Place on E. 49th St. beginning Jan. 1st. . . . Vincent Vallis, A&R director of B. Atlas & Jody Records items that he has just signed Don Julio (who's equally at home in the classical and pop fields) to a long-term contract. . . . Eydie Gorme guests on the Garry Moore Jan. 8 TV'er while hubby Steve Lawrence has been signed for the Home Show in Minneapolis. As a duo, they'll be at the Diplomat in Miami, for a 2/27-3/5 stand. . . . Sol Handwerker tells us to watch out for Mina's (one of Italy's top disk stars) Verve waxing of "Pretend That I'm Her." . . . Michael-Ann, a finalist in the "Miss Freedomland" contest, just signed a Kip Records wax pact.

Roulette's Joey Dee follows his starring stint at Murray (The K) Kaufman's Brooklyn Fox Xmas show, with a month-long tour of Europe—

giant LP, "Modern Italian Hits," and single, "I'm Gonna Be Warm This Winter." Other hot MGM decks, adds Mick, are Conway Twitty's "The Pick-Up" and the Little Sisters' "Goin' To Boston." . . . Ambassador's Paul Brown back in town following a mid-west and southern promo trek in behalf of Christopher Weeks & Co.'s "My Son, The President" (Clan). . . . UA's Frankie Calen voted as 'the collegiate most likely to succeed' by his St. Johns classmates. Frank's also set for a WB screen test after the New Year. . . . Be on the lookout for a specially-made guitar owned by Sal Salvador, who had it stolen on B'way last week. . . . Columbia's Anita Bryant, out with "A Sleepin' At The Foot Of The Bed," to play the Odessa. Texas Rodeo, Jan. 1 thru 5.

MGM's Connie Francis, who's currently sizzling with "I'm Gonna Be Warm This Winter," has been booked by the Eddie Elkort Agency-via her personal mgr. George Scheck, to begin her 1st tour of South America to start 3/29. . . . Sorry to hear about the passing of Joey Norman, lead singer with the Chants, who recorded for U.W.R. Records. Our condolences. . . . Maestro Herb Zane and his ork, who perform at the Steak Pit in Paramus, N.J., to wax an LP of standards, tabbed "My Son, The Bandleader," for Tribute. . . . Joe Jones buzzin' from N.O. about his production of "Behold" and "Tell Me Why" on the Capitol-distributed Ludix label. . . . Bear's Thomas Glascoe notes that he has a hot version of "Wishing Star" ("Taras Bulba" Theme) by Jeffrey Bowen (who's name was incorrectly noted as Hunter in a pic 2 weeks ago). . . . Indie producer Johnny Dee reports that he has a thrilling new singing discovery in Nancy Siano and is planning an early Jan. release on his not-yet-named label. . . . Cortland's Earl Glicken buzzin' from his Chi desks that he has a breakout deck in Johnny Cooper's "Bonnie Do" (Ermine)—

The word from Irv Brusso is that Kitty Kallen's RCA-Victor reading of "My Coloring Book" is progressing rapidly in this area, having mounted top 40 charts at some key stations here. . . . Dick Gregory, in at Mister Kelly's until 1/6.

M. S. Dist.'s Ned Ribback tells of an immediate local flareup on The Moments' recent Era outing "Walk Right In," adding that the deck has been in steady demand since its exposure here last week. . . . Mahalia Jackson is thrilled with the sales reports on her Christmas album "Silent Night" (Columbia). The gospel queen just finished a busy weekend of appearances at a "Youth for Christ" rally in McCormick Place and a visit to Marty Faye's "Apt. 7-A" variety TV'er. . . . Cause for celebration at Big Town is the continuing upward sales trend of Kathy Dee's "If I Never Get To Heaven" (BW) and the click initial response to a new version of "How Much Is That Doggie In The Window" waxed by Baby Jane & The Rockabys (UA). . . . RCA-Victor hosted a luncheon in the Ambassador East (12/12) honoring piano wizard Peter Nero who opened at London House that evening. Pete's current album rider is "Colorful Peter Nero" (RCA). . . . Cortland's Earl Glicken happily notes that Johnny Cooper's "Bonnie Do" is enjoying top drawer treatment at some major radio stations. . . . Here's a wire from Reprise's nat'l. promo mgr. Ernie Farrell spelling out the fact that "From The Bottom Of My Heart" by Dean Martin has broken out in several areas across the country, including this one; and Lou Monte's "Pepino" LP and the "Me And My Shadow"/"Sam's Song" pairing are selling like crazy. Reprise's January release will spotlight LP's "Sinatra And Basie Country Style" and "Dean Martin & Sammy Davis At The Coconut Grove." . . . Erwin Barg and Barney Fields are

the west side, urges us to tune in on his current Everest pairing "White Lilacs In The Rain" b/w "I Missed The Boat." . . . With promo man Ralph Cox, biggies to watch are "Please Come Home For Christmas" by Charlie Brown, "Don't Wait Pretty Baby" by The Kingpins (Federal) and "Seagrams" by The Viceroy's. . . . The record distributor salesmen of Chi (Redisale) held their annual Christmas party 12/22 at Irv Garmisa's Garnet Restaurant. . . . Hot singles at United Record Dist. are "That's The Way Love Is" by Bobby Bland, "I Lost A Love" by Dorothy Prince (M-Pac) and "Flapjacks Part I" by Googie Rene (Class). . . . Have a happy holiday season!!

## HOLLYWOOD:

Rod McKuen and The Keynoters previewed their unusual new act at the Troubadour last week. Group has a new slant on folk-singing and met with a very enthusiastic reception. . . . Era Records out with a rock and roll version of "Walk Right In" by The Moments. Original is from album by The Travelers Three. . . . His many friends in the business are happy to hear that Jack Andrews is back on the road to recovery after his recent illness and will be home to recuperate this week. . . . Ernie Farrell, back from a promotion tour of the Midwest and reporting big airplay for the new Dean Martin single, "Dami Dami." . . . Gene Simmons has joined Cosnat Distributors as promotion man for the Southern California area and is busy working on The Hollywood Tornadoes follow up to "Bustin' Surfboards"—new disk called "The Gremmie."

Marshall Robbins and Trustin Howard produced a new comedy single "Disk Jockey Meeting" which features Howard. Disk will be released immediately and will be on the Re-

(Continued on page 110)





# JOAN BAEZ

*No. 1 Female Vocalist*

*Cash Box Year End Album Poll*



EXCLUSIVE ON  
**VANGUARD**  
RECORDS

MANAGEMENT:  
MANUEL GREENHILL • FOLKLORE PRODUCTIONS  
176 Federal Street, Boston 10, Mass.



## The Bare Facts



NEW YORK—Roulette Records and their Gotham distributor, Action Records, recently tossed an unusual cocktail party-luncheon for their "How To Strip For Your Husband" LP. The label and distrib presented a live, in-person demonstration of the album at the Roundtable night club. On hand for the affair was famed strip tease dancer, Ann Corio, and two strippers from her current successful off-Broadway show, "This Was Burlesque." The invited guests that comprised the audience, was made of the wives of deejays, buyers record executives and women reporters. The event was held strictly "for women only." Shown (left to right) in the top pic are Dorthy Klayman, wife of Lou Klayman, owner of Action Records; Marilyn Fisher, wife of Howard Fisher, comptroller of Roulette; Eve Burtoff, wife of Moe Burtoff of the record department at Korvette's in Brooklyn; and Shirely Berman, secretary to Bud Katzel, general sales manager of the diskery. Penny Powers, a member of "This Was Burlesque" is pictured in the second shot. Ann Corio is shown explaining a few of the finer points of stripping in the bottom photo.

**ROD LAUREN**  
**I AIN'T GOT YOU**

b/w

**MEXICALI ROSE**  
C-1127

**Chancellor**  
Distributed by ABC-PARAMOUNT RECORDS, Inc.

After 47 Years:

## Andy Schrade Retiring As Columbia's Coast Veep

HOLLYWOOD — A. J. "Andy" Schrade, Columbia's Records veep in charge of west coast operations, is going into retirement Dec. 31, after a 47 year association with the Columbia organization.

Schrade reached retirement age last summer, however was requested to remain actively on the job until year-end to continue his work on the company's new Santa Maria Project. As just announced Columbia is building a \$4 million modern plant in Santa Maria and until its completion in mid-1963, Schrade will act as special consultant.

Schrade went to work for Columbia Graphophone Company at their New York Branch in 1915 and after two years there joined the Navy in World War I and served with Navy Intelligence for the duration of the war. Upon discharge from the service in 1919, he was transferred to Columbia's San Francisco Branch and in 1924 became Manager there.

In 1926, Schrade convinced his company that records should be pressed on the Coast and established the first Pacific Coast manufacturing plant for Columbia in Oakland, California.

He took a recording crew to Honolulu in 1928 and recorded for the Columbia and Okeh labels 150 native Hawaiian selections representing the first complete catalog of Hawaiian music.

In 1929 and 1930, with the advent of talkie movies and all sound being on disks, under Schrade's supervision a second Pacific Coast plant was established in Hollywood to take care of the motion picture business.

Schrade transferred to Shanghai to become general sales manager and director of Pathe Orient Ltd., a Columbia affiliate, in 1932 and returned to this country in 1934 to become vice-president of American Record Company, which at that time controlled the Columbia label. As the original Hollywood plant had been outgrown, Schrade designed and had built for Herbert Yates, owner of American Record Corporation, a new factory on the Consolidated Film Industries' property at Romain and Seward Streets.

In 1938, American Record Company was acquired by Columbia Broadcasting System and in 1945 Schrade became vice-president of Columbia Records in charge of west coast operations, the position he is now relinquishing.

In 1947, he built the present plant at 8723 Alden Drive, Los Angeles, California, at that time classified as the most modern and up-to-date plant in the world. The facilities were capable of quick conversion to the manufacture of LP production introduced by Columbia shortly after the opening of the factory.

Schrade's plans beyond the consultant assignment have not been announced, however as he has maintained a home in Del Mar, San Diego County, Calif., for several years, in addition to his Los Angeles residence, he expects to have more time to spend at the beach resort. He has a wide acquaintance in San Diego County as his brother, Jack Schrade, is State Senator representing that county.

## Hickory Inks New Songster

NASHVILLE — Newcomer Larry Henley, a songster, is the latest pactee at Hickory Records. He's already cut a tune by Boudleaux & Felice Bryant and one by Earl Sinks. Label called all personnel in for a special sales meet to map plans for the merchandising of the deck, to be released early next month.



# RECORD RAMBLINGS

(Continued from page 108)

prise label. . . . Connie Baker is the new promotion gal for United Distributors and is starting out with a big hit in the Class Records outing, "Flapjacks Part 2" by Googie Rene. . . . Warner Bros. Records promo man Bruce Hinton will be married over the Holidays to Marilyn Rankin. Herb Dale of Dale Enterprises in Boston will be best man. . . . Stan Pat, RCA Victor predicting another Henry Mancini winner in his waxing of the theme from the new flick, "Days Of Wine And Roses." . . . ABC-Paramount and Diamond Distributing feted Brian Hyland with a cocktail party at the Beverly Hills last week. Hyland making the rounds of the stations including a guest on Bill Ballance's "Teen Topics" show on KFWB.



DON JULIO



JEFFREY BOWEN



LITTLE CORI

Columbia is preparing an album for recording star Kay Stevens entitled "My Man." It will mark the first time the comedienne has recorded a "straight" album. . . . Actor John Conte is landing heavy play on his new Chattahoochee wax of "The Gift," to which English lyrics were written by Academy Award composer Paul Francis Webster. . . . Original melody was "Recado Bossa Nova". . . . RCA recording star Ann-Margret has been asked by producer Arthur Freed to appear on this year's Academy Awards Show. . . . The Mark Scott Teens vocal group featuring their version of two new Christmas tunes, "Christmas" b/w "Christmas Eve" on the Challenge label. . . . Donn Trenner, director of music for the Steve Allen Show, will do the arrangements for comedienne Rose Marie's new night club act. . . . Johnny Crawford's latest single, "Proud," selected by KFWB as a diskcovery. . . . Ten thousand copies sold the first week in the local area.

George Duning is recording the score for the Russell Rouse-Clarence Greene pilot film, for their "The Turning Point" series, starring Mike Connors. . . . Ned Miller's "From A Jack To A King" on the Faber label, hitting the national charts and breaking in the local area. . . . Hank Jones and Dean Kay, regulars on the Tennessee Ernie Ford show, announced the formation of JoKay Music. Firm will publish tunes written by duo as well as selections by other composers. . . . Mervyn Harman reporting "The Happy Trumpeter" by Bert Kaempfert on Decca, getting strong sales action in the Bay area. . . . Heller-Ferguson productions have concluded contractual arrangements with the Hi-Los vocal group, to record "The Sound Of The City," on an exclusive basis.

## HERE AND THERE:

PHILADELPHIA — Chancellor's Marna Musicant sez that we should watch out for "Skinnie Minnie Olive Oil," by Sonny Richard's Panics— with Cindy & Misty. . . . Columbia's Ted Kellern notes that his best-sellers include Marion Worth's "Shake Me I Rattle," Dave Brubeck's "Bossa Nova, USA," Barbara Streisand's "My Coloring Book" and Kenny Karen's "16 Years Ago Tonight." . . . The big ones with Fred White, now with Raymond Rosen distrib—after 7½ years at Sparks, include Joanne Gail's Riverside waxing of "Everyone Wants To Be Remembered," the Tornados' "Tel-

star" (London), Marcie Blaine's "Bobby's Girl" (Seville) and Ace Cannon's "Voalre" (Hi). . . . Joe Balzell types from his David Rosen distrib desk that his headed-for-hitsville decks include Timmy Welch's "Peppermint Man" (Reprise), Joe Harnell's "Fly Me To The Moon" (Kapp), Little Sheryl Williams' "Pocketful Of Money" (Kapp) and Jan Bradley's "Mama Didn't Lie" (Chess)—which, Joe adds, looks like a giant. . . . Harry Phinque, promo mgr. at A&L, sends word that the firm's moving to new and larger quarters at 1811 Fairmount Ave. On Harry's new hit list are Jerry Landis' "Lonely Teen Ranger" (Amy), Young William's "Limbo Drum" (Dimension), the Concord's "Marlene" (Herald) and Arthur Lyman's "Love For Sale" (HiFi). . . . Over at Saul Lam-

bert's place the hot ones include "It Looks Like Rain In Cherry Blossom Lane" by Dave "Nose" Bold (Norman), the Olympics' "Fireworks" (Tri-Disc), Barbara McNair's "Cross Over The Bridge" (KC) and Johnny Thunder's "Loop De Loop" (Diamond). Saul adds that the Little Esther Phillips' "Release Me" (Lenox) and Jimmy McGriff's "I've Got A Woman" (Sue) LP's are selling like singles.

DETROIT—Lotsa news from Cadet promo mgr. Leo Cheslak; Shelly Tirk, Philips' divisional mgr., in town to award sales mgr. Alfred Truax and sales force members—Joe Sterns, Cy Rott and Norm Fracalossi first place prizes in the recent Philips contest; Liberty's Gene McDaniels and WB's Chip Taylor assisted in the recent ground breaking ceremonies for their office building; hot singles include Bobby Vee's "Night Has A 1000 Eyes," Paul & Paula's "Hey Paula" (Philips), Peter, Paul & Mary's "Big Boat" (WB).

BURBANK — Faber Robinson telegrams that Ned Miller's "From A Jack To A King" on his Faber label, has busted wide open in the mid-west with heavy orders pouring in from Milk., Detroit, Chi. and Cleveland.

Jerry Lee Lewis' "Good Golly, Miss Molly" (Sun) and Sue Thompson's "Willie Can" (Hickory). . . . Sammy Kaplan reports that there's been fantastic reaction to the Roulette LP, "At Home With The Other Family," featuring George Segal and Gwen Davis. In the singles dept., it's Kitty Kallen's "My Coloring Book" (RCA), the Clefones' "Lover Come Back To Me" (Gee), the Four Seasons' "Santa Claus Is Coming To Town" (VJ) and Mike Clifford's "What To Do With Laurie" (UA).

RICHMOND — Joe Sinsheimer, of Allen distrib, items that Doris Allsopp has just signed as the personal mgr. of Colpix' folk-singing group, the Virginians, who recently bowed with "Limbo Baby." Their first booking reportedly got them \$100.00 a minute-but, unfortunately lasted only 2 minutes and 13 seconds.

CLEVELAND — Shelley Haims notes that the Sandy Stewart Colpix version of "My Coloring Book" is a red-hot item with the Great Lakes distrib.

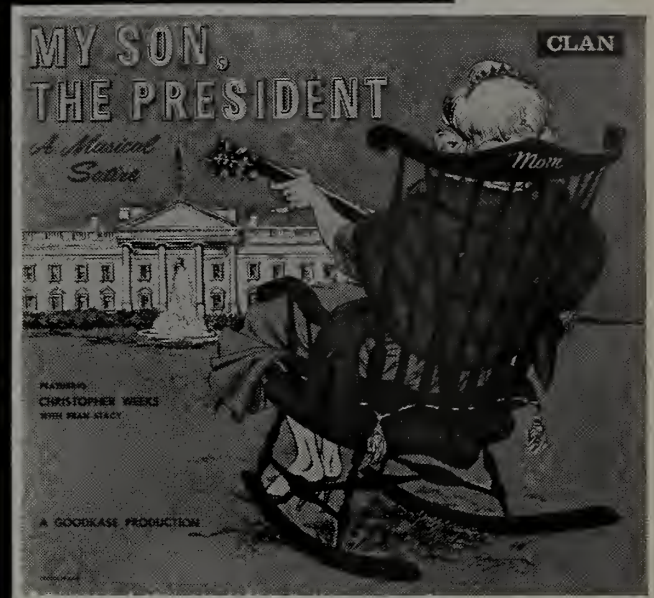
ATLANTA—Herman Watkins, singles buyer for the Music Box, telegrams that Claude King's latest for Columbia, "I've Got The World By The Tail," is breaking big with the ops and retailers.



On its way to a million...

# MY SON, THE PRESIDENT

Over 105,000 in first 10 days!



\$3.98 MONO;

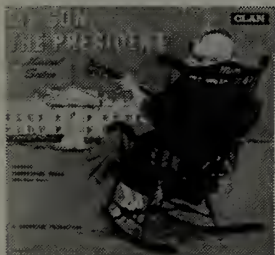
\$4.98 STEREO

## THANK YOU DJ's...

for launching "My Son, The President." Thank you, also, for your assurances of greatly increased programming after Christmas.



### POPULAR PICKS OF THE WEEK



"MY SON, THE PRESIDENT"—Christopher Weeks—Clan 1501  
Continuing the current craze of comedy LP's, this hilarious musical satire about the Kennedys seems sure to score heavily in the coin department. Unlike some of the recently-released sets, this disk effectively combines music and comedy material. Christopher Weeks is an apt J.F.K., perfectly capturing the President's voice. Kudos also go to Fran Stacy for her admirable mimicking of the First Lady. Of the 29 bits, some of the funniest are "Jackie's Not Home," "Balancing The Budget" and "Oh! My Johnny."

### ATTENTION DJ's and RADIO STATIONS

Write for your FREE copy of "My Son, The President" on your station letterhead if you have not already requested your album.

## SORRY, DEALERS

for your inconvenience in not being able to obtain all the "My Son, The President" LP's you needed. We are catching up with the demand and records are available now at the following distributors:

- |  |   |   |
|--|---|---|
| <b>ALBANY, N. Y.</b><br>Leonard Smith Inc.<br>30 N. 3rd Street             | <b>EL PASO, TEXAS</b><br>Sunland Supply Co.<br>1200 E. Missouri St.             | <b>NEW YORK, N. Y.</b><br>London Record Dist. Corp.<br>207 W. 25th Street   |
| <b>ATLANTA, GA.</b><br>Southland Dist. Co.<br>1235 Techwood Dr. N.W.       | <b>HIALEAH, FLORIDA</b><br>Tone Dist. Inc.<br>495 S.E. 10th Court               | <b>OKLAHOMA CITY, OKLA.</b><br>Oklahoma Record Sales<br>18 N.E. 48th Street |
| <b>BOSTON, MASS.</b><br>Mutual Dist.<br>1241 Columbus Ave.                 | <b>HONOLULU, HAWAII</b><br>Radio Television Corp.                               | <b>OMAHA, NEBRASKA</b><br>Jather Dist. Corp.<br>2500 Horney St.             |
| <b>BUFFALO, N. Y.</b><br>Best Record Dist. Co.<br>959 Main St.             | <b>HOUSTON, TEXAS</b><br>United Record Dist.<br>1319 St. Emanuel                | <b>PHILA, PENNA.</b><br>Marnel Dist. Co.<br>1622 Fairmount                  |
| <b>CHARLOTTE, N. C.</b><br>Mangold Dist. Co.<br>2212 W. Morhead St.        | <b>INDIANAPOLIS, IND.</b><br>Indiana State Record Dist.<br>1311 N. Capitol Ave. | <b>PHOENIX, ARIZ.</b><br>Sunland Frontier<br>2833 N. 16 St.                 |
| <b>CHICAGO, ILLINOIS</b><br>James H. Martin, Inc.<br>2419 S. Michigan Ave. | <b>KNOXVILLE, TENN.</b><br>McClung Appliance Co.<br>310 Georgia Ave.            | <b>PITTSBURGH, PENNA.</b><br>Fenway Dist. Co.<br>1601 Fifth Avenue          |
| <b>CINCINNATI, OHIO</b><br>A & I Record Dist.<br>1000 Broadway             | <b>LOS ANGELES, CALIF.</b><br>Hart Dist. Inc.<br>1845 S. Orchard St.            | <b>PORTLAND, OREGON</b><br>B. G. Record Service<br>2113 N.W. Northrup St.   |
| <b>CLEVELAND, OHIO</b><br>Bernart Dist. Co.<br>1480 W. 9th St.             | <b>MINNEAPOLIS, MINN.</b><br>Heilicher Bros.<br>119 N. 9th St.                  | <b>ST. LOUIS, MO.</b><br>Norman Dist.<br>1914 Washington Ave.               |
| <b>DALLAS, TEXAS</b><br>Calmar Dist. Co.<br>2404 Farrington                | <b>MONTREAL, CANADA</b><br>Musimart<br>901 Bluery St.                           | <b>SAN FRANCISCO, CALIF.</b><br>Stone Dist.<br>1175 Howard Street           |
| <b>DENVER, COLORADO</b><br>Davis Sales Co.<br>3825 Newport                 | <b>NASHVILLE, TENN.</b><br>Southern Record Dist.<br>147 Lafayette St.           | <b>SEATTLE, WASH.</b><br>B. G. Record Service<br>1408 6th Avenue            |
| <b>DETROIT, MICH.</b><br>Arc Dist.<br>13415 Lyndon                         | <b>NEWARK, N. J.</b><br>Essex Record Dist.<br>10 Fenwick St.                    | <b>WASHINGTON, D. C.</b><br>Schwartz Bros.<br>2146 24th Place N.E.          |
|  | <b>NEW ORLEANS, LA.</b><br>All South Dist. Corp.<br>630 Baronne Street          |   |

AMBASSADOR RECORDS, INC., DEPT. C, 461 8th AVENUE, NEW YORK 1, NEW YORK



## Greco: Moving & Grooving



NEW YORK — Buddy Greco (left), whose star has been much in its ascendancy during the past two years, winds up his current starring engagement at New York's Copa on Dec. 26, and two days later begins a month-long tenure as headliner at Chicago's Edgewater Beach Hotel.

Before leaving for Chicago, Greco will slice the first half of his next Epic LP, which will consist of songs he highlights in his night club act. He will complete the yet untitled album while in Chicago. While in the Windy City, Greco will also wax an all-piano album—first in his career.

When not waxing or doing his floor act, Greco will make an ambitious

number of daytime forays into radio stations in Chicago and nearby cities to help promote his newest single, "Stranger." His previous single, "Mr. Lonely," was a Top 100 item.

Greco's career has taken a big turn since the end of 1960. At that time the singer-pianist was kicking around in small cocktail lounges with his trio. When his "Lady Is A Tramp" disk got around, Greco ditched his trio, became a stand-up performer (instead of one who accompanied himself on the piano), and began getting bookings in top clubs, such as the Copa, Latin Casino, and Edgewater Beach. He now reportedly gets as high as \$10,000 per week, and is said to have earned about \$250,000 during 1962 via night club work, disk royalties and songwriting royalties. He's managed by Dee Anthony.

In the photo, Steve Lawrence & Eydie Gorme are shown with Greco during one of his Copa dates.

## Now A "Celebrity," Sherman's LP Off To A Big Start

NEW YORK—The sequel to one of the most remarkable albums in the history of the record business has just been put on national release, yet, from first reports, it's following in the footsteps of its daddy.

The album is Warner Bros.' "My Son, The Celebrity" by Allan Sherman, which is backed by his sensational million-plus seller, "My Son, The Folk Singer."

Two weeks before the set was to be shipped to distributors, Warner Bros. reported that it was assured of an immediate sale of 250,000 LP's.

Last Fri. (21), WB shipped 57,000 albums in the Los Angeles area, 79,000 in New York State, 68,000 in Chicago and suburbs, and over 50,000 albums in San Francisco, Dallas, Seattle, Boston and Philadelphia.

The new Sherman volume is similar in concept to the initial set, that is modern-day lyrics are applied to familiar tunes. Differences are that there is less of the ethnic (Yiddish) humor and melodies are taken from more varied sources, whereas the "Folk Singer" LP applied to more traditional tunes. Among the re-writes of pop items are "Mary" and "Won't You Come Home Bill Bailey." In addition, these re-writes of two Gilbert & Sullivan favorites, "Tit Willow" from "The Mikado" and "When I was a Lad" from "H.M.S. Pinafore."

## Cream Of Catalog In Colpix' Singles Series

NEW YORK—A "Torchlight Series" of singles—featuring tracks from best-selling and often-programmed singles & LP's—has been launched by Colpix Records.

Line is in response to demands by distributors, deejays and jukebox operators who "continually request copies of former Colpix releases that maintain strong popularity," according to Jerry Baker, general manager.

The first group of releases in the "Torchlight Series" will contain 100 singles pulled from "The Amazing Nina Simone," "Nina at Town Hall," "Forbidden Fruit" by Nina Simone, "Nina at the Village Gate" and "Nina Simone Sings Duke Ellington." Other LP's from which singles will be taken are "Blue Moon" by the Marcells, "Look Who's Twistin' . . . Everybody!," "Jazz Mission to Moscow" with various artists, "The Chad Mitchell Trio," "New Beat-Bossa Nova" by Zoot Sims, "Tommy Dorsey, Vol. 4," "Sabrosa y Caliente" and "Viejos Pero Buenos" by "Latin Pete" Terrace, "Chris Barber Plays Trad" and "Hymns."

Distributors will receive 20 free disks with every 100 purchased. Special browser boxes, containing 25 singles, will be available for counters in stores.

The "Torchlight Series" will be identified by a special label design with the Columbia Lady's torch to distinguish it from regular Colpix singles releases.

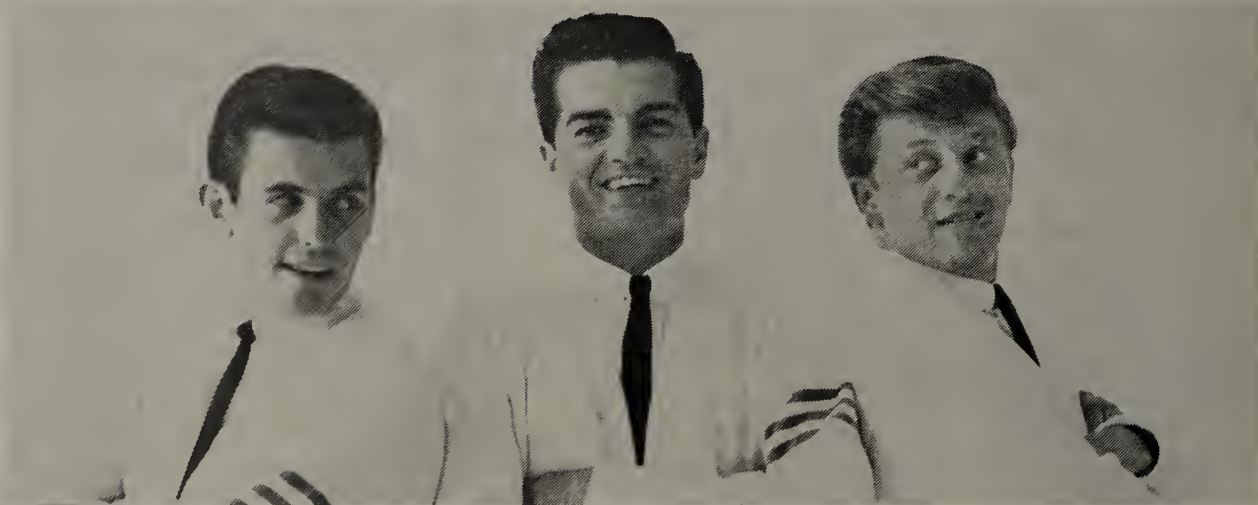
## Distributors Handling Limbo Game

NEW YORK—Record distributors across the country have good reason to be handling a game.

Taking advantage of the success of The Limbo on disks, particularly Chubby Checker's (Parkway) "Limbo Rock," Guy Ward Associates of Hollywood, music biz consultants, has set up a national network of distributors to handle a Limbo game, a product of the Wham-O Manufacturing Co., leading game firm.

SUBSCRIPTION  
TO CASH BOX **\$15**

# A Big Thanks\*



Latest Capitol Album  
"JIM, TONY & BOB"



T-1761

# THE LETTERMEN



Exclusive  
Personal Management

**JESS RAND**  
Beverly Hills, Calif.

\* And another big  
thanks to  
**NICK VENET**



“Warm Wishes for  
a Happy Holiday  
Season”



*Steve Lawrence*  
*Eydie Gorme*



# See Tape Sales Up 25% In '63

NEW YORK—A healthy 25% increase in sales in all segments of the magnetic recording industry has been forecast for 1963.

William P. Gallagher, president of the Magnetic Recording Industry Association, and marketing veep for Columbia Records, reported that a survey conducted among members by the industry association revealed that this year's sales generally were about 20% ahead of last year, with slightly more optimism shown in predicting a 25% figure for the new year.

"Right now everything is going for the industry," Gallagher said. "Four-track stereo tape is established as one of the finest mediums for recorded music and entertainment in the home. Educators are turning more and more to tape in teaching in U. S. schools.

## A Trip East



BALTIMORE—Paul and Paula, who are currently clicking on Philips with "Hey Paula," recently planed east to Baltimore and Washington to visit spinners and participate in record hops. The duo are Brownwood, Texas college students.

FM-stereo has added a new dimension to home recording. Finally, the new 3M tape cartridge system introduced in Nov. will focus new and greater attention on tape and the tape cartridge concept."

The association includes manufacturers of recorders, raw tape, recorded tape, accessories, heads, reels and cartridges, educational recorders, as well as language labs and tape duplicators.

"The future potential has never been so promising as it is today," the MRIA executive said.

Speaking about Columbia's own tape sales for 1962, Gallagher said that they are more than 75% ahead of 1961.

"There is no question that the outlook for tape products is as exciting as that of the disk," he said.

Here are some quotes from a cross section of MRIA members who reported in the survey:

"Tape sales were 20% over 1961, with a forecast in 1963 of a gain of 20-25%"—Herbert L. Brown, Ampex Audio Company.

"Sales of magnetic tape and accessories ran well ahead of 1961 and I anticipate continued growth with an increase of a minimum of 50% in 1963 over 1962"—Burt I. Harris, Greentree Electronics Corp.

"Sales were excellent in 1962 and 1963 is very, very promising"—Edward O. Praeger, Roberts Electronics, Inc.

"We introduced a new tape line in 1962 and the reception has been pleasing. We anticipate rising sales"—Myron L. Kerney, Eastman Kodak Company.

"Accessory sales should continue upward based on the increased number of tape recorders in regular use. Replacement heads, which showed much activity in 1962, will be a big item in 1963. This will be the year of the tape recorder"—Herman D. Post, Robins Industries Corporation.

# Jay Kay Opens New Offices



DETROIT—The focus of the record industry was centered on Detroit last week. The opening of the new offices of John S. Kaplan's Jay-Kay Distributing Company coincided with the Armada meeting. Industry figures from all over the country attended the party in honor of the twin events. Shown (left to right) in the top left pic are Harvey Cooper, J-K promo; Atlantic's Nesuhi Ertegün, Len Sachs and Jerry Wexler; John Kaplan; and Carl Glasser of Buffalo Distributors. Standing (left to right) in the top right shot are spinners Joe Van, CKLM; Clark Reid, WJBK; Bud Davies, CKLW; Ollie McLaughlin, Ann Arbor; Dave Hollis, WTRX-Flint; George White, WCHB-Inkster; Bob Greene, WKMH; Marty McNeeley, WXYZ; Dave Prince, WKMH; Tom Schlesinger, J-K manager; Gordon Prince, J-K promo; Harvey Cooper, J-K promo; Jim Rockwell, WKMH; Bill Phillips, WKMH; John Kaplan; Vine Pernicano, J-K promo; and Don McLeod of WHFI. In the middle left photo are ARMADA board members John Kaplan; Jimmy Schwartz; Carl Glaser; Bob Chatton; Bill Shockett; ARMADA Secretary Paul Ackerman; Jake Friedman; and Harry Schwartz (seated). Standing in the middle left pic are Mercury veep Kenny Myers; Ronnie Gaylord of the Gaylords; Kaplan and Burt Holiday of the Gaylords. In the bottom left photo are Charlie Fach of Smash; Kenny Myers; Herb Corsack of Vanguard Records; Kaplan; and Mercury veep Irwin Steinberg. Standing in the bottom right pic are Ed Bugai, J-K salesman; Marilyn Moss, "Miss Bossa Nova"; Fred Katz of Mercury; and J-K salesman Ed Bierman.

## Season's Greetings

from

### THE STAFF OF

## ALLSTATE RECORD DIST. CO.

PAUL GLASS, Pres.



## ALLSTATE RECORD DISTRIBUTING CO.

1450 So. Michigan Ave., Chicago 16, Ill.

(Phone: WE 9-3675)

### SEASON'S GREETINGS

From

Anthony Galgano • Reuben W. Lawrence  
OVER 50 YEARS OF COMBINED RECORD SERVICE  
TO THE INDUSTRY

Audio Fidelity  
After Hours  
Aristophone  
Benny Bell  
Charm With Cents  
Collector's Guild  
Halifax

Heartbeat  
Helios  
Laughtime  
Major Sound Effects  
Murray Banks  
Earl Nightingale  
Summit

Ruth Wallis  
Fax  
Wrangler (Western)  
Audio Fidelity Pre-recorded  
2-Track & 4-Track Tape  
Omega—Re-recorded  
4-Track Tape

### PROMOTIONAL LP'S

Acorn  
Brava  
Carousel (Children)  
Cho Cho (Children)  
Craftsman  
Cricket  
Design  
Diplomat  
Edison International  
Evon  
Family

Galaxie  
Galdentone  
Grand Prix  
Guest Star  
International Award  
Kimberly  
Manhattan  
Omega-Stereo  
Mati-Mor  
Palace

Peter Pan (Children)  
Playtime (Children)  
Promenade  
RKO-Unique  
Ramrod  
Rondollette  
Urania  
Foreign Language—  
Spanish-French-Italian  
Forum  
Strand

And many more new promotional LP lines

## RECORD DISTRIBUTORS

4135 W. Armitage Ave., Chicago 39, Ill.

Tel: Dickens 2-7060

## "Good Year For Talent" Is '62 Report By Bill Grauer

NEW YORK—Bill Grauer Prod., parent company to Riverside Records and five other labels, had—as the firm put it—a "good year for talent" in 1962.

Noting that jazz talent came at a premium during the year and artists shuttled from one label to another for greener pastures, the firm reports an "extremely successful program to secure new talent as well as re-sign artists presently under contract."

According to Orrin Keepnews, veep & A&R head, several of the firm's top performers have recently inked new long-term pacts for the Riverside and Jazzland diskeries. They are guitarist Wes Montgomery, pianist-composer Bobby Timmons, vibist Johnny Lytle, tenor saxist Jimmy Heath and alto saxist Frank Strozier.

For Battle Records, Grauer's new gospel and spiritual line, Keepnews has inked the Rev. Cleophus Robinson, as well as The Duncanaires, a new

group of sacred singers from Chicago.

During '62, several major artists who had established themselves as solid sellers on other labels moved over to Riverside. They include vibist Milt Jackson, formerly on Atlantic; drummer Art Blakey, who cut for Blue Note for a number of years; The Staple Singers, the famed sacred group previously on the VeeJay label; and Latin drummer Mongo Santamaria, who came to the label after a stint with Fantasy.

### Sammy Davis To Warble New Single On Sullivan TV'er

NEW YORK—Sammy Davis, Jr. will debut both sides of his new Reprise single on the Ed Sullivan TV'er of Dec. 30. Sides, due for national release this week (26), are "As Long as She Needs Me," from the "Oliver!" score, and "Second Chance."



# ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

## BLUE NOTE

10% discount on complete LP catalog. Expires: Jan. 31.

## CAMAY

Two albums, "The Crew Cuts," and "Country & Western Bonanza," offered on a buy-10-get-1-free basis. No termination date announced.

## On-The-Spot Interview



NASHVILLE—Gene Autry (left), newly-elected prexy of the Country Music Association, was interviewed during the recent Convention by WSM all-night spinner Ralph Emery. Looking on at the right is RCA Victor chanter Grand Ole Opry star George Hamilton IV.

## COLPIX

"Kiddie Katalogue"—On 13 of the label's kiddie LP's, distribs get 20 free for every 100 purchased. Expires: Dec. 31.

## FIRE/FURY

All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

## HORIZON

2 free LP's with the purchase of 10. Offer covers 10 LP's released in Aug. & Sept. No termination date.

## LIBERTY

10% cash discount taken off the invoice on dealer's entire order of new releases and Xmas catalog. 100% guarantee sale: return for credit. Merchandise may be returned anytime after Jan. 1, 1963, but no later than Feb. 1, 1963. Payments: 1/2 Jan. 10, Feb. 10. Expires: Dec. 25; Chipmunk Xmas Sales Program: 15% discount on all Chipmunk LP's and EP's. 100% exchange privilege. Payments: 1/2 Dec. 10, 1/2 Jan. 10. No termination date announced.

## NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

## PHILIPS

15 free albums with the purchase of 100. No termination date announced.

## PRESTIGE

15% discount on LP's by Miles Davis, Gene Ammons, Shirley Scott, Eddie "Lockjaw" Davis and John Coltrane. Expires: Dec. 31.

## REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

## SONODOR

A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

## STARDAY

"Christmas Stocking Plan"—1 free LP for every 5 purchased. No termination date announced.

Thanks To Everyone  
For Making 1962 A Great Year  
For All Of Us



# THE BEACH BOYS

Latest Capitol Album — "Surfin' Safari" — Capitol T1808; ST 1808



Bookings & Management

**WILLIAM MORRIS AGENCY**



## Happy About "Shutters & Boards"



HOLLYWOOD—The happy group in the above pic is keeping their fingers crossed that the chart-riding Jerry Wallace Challenge record of "Shutters And Boards" continues to make the grade. Sitting (left to right) are Mel Bly, national promo director of Challenge, Wallace, Joe Johnson prexy of the label, thespian Audie Murphy, co-writer of the tune and Jay Colonna, of Camp and Canyon, publishers of the song.

## Alan Dale Warbles Arias On Ford LP

NEW YORK—Pop songster Alan Dale tries his hand at Italian opera arias in a new album, "The World's Greatest Love Songs," from Ford Records, this city. According to label topper Sherman Ford, Jr., the LP will be promoted via ads in several national mags next month.

## UA Adds 2nd Country Chirp

NEW YORK—United Artists Records has inked its second female country lark, Melba Montgomery. A native of Florence, Ala., the performer has been featured with the Roy Acuff show for the past four years, travelling through the U. S., Canada, Australia, North Africa and Europe. She is also a cleffer, having written material by leading country artists, including UA's own George Jones. She is set to cut her initial UA sides in Nashville this week. UA's other femme country attraction is Judy Lynn, who clicked this year with "Footsteps of a Fool."

## Bob Weinstocks Are Parents Of 3rd Boy

NEW YORK—Joan Weinstock, wife of Bob Weinstock, president of Prestige Records, gave birth to a boy—Philip Dean—last week (17) at Mount Sinai Hospital, this city. Baby, who weighed-in at 6 pounds, is the third child for the Weinstocks, all of them boys.

## Vic & Dee Dee



MANILA—Dolton Records chanter Vic Dana along with Cameo's Dee Dee Sharp, recently completed a highly successful engagement in the Philippines. The pair played ten days to packed houses at the Araneta Coliseum.

# TOP 100 ARTISTS

(See top 100 for titles and labels)

Anka, Paul	50
Antell, Pete	87
Baker, Lavern	49
Beach Boys	54
Bennett, Tony	45
Benton, Brook	10
Billy & Essentials	95
Blaine, Marcie	2
Byrd, Charlie	39
Charles, Roy	9, 67
Checker, Chubby	3, 63, 75
Colder, Ben	74
Cole, Nat	18
Contours	70
Cookies	22
Cooper, Les	24
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## BIOS FOR DEEJAYS

### Bob B. Soxx & Blue Jeans



A typical example of the overnight success story is Bob B. Soxx and the Blue Jeans, who are currently riding high on the Top 100 with "Zip-A-Dee-Doo-Dah" on Phillies. The group has only been singing together for three months and their present biggie is their first release.

It all began a few months ago when the group met Phil Spector, the owner and topper of Phillies Records, in Los Angeles. Spector was immediately impressed by the group's fresh and distinctive sound and promptly inked them to a recording contract. Shortly after, they cut "Zip-A-Dee-Doo-Dah." The rest is history.

The group consists of Bobby, 19, Darlene, 18, and Fanitia, 18. Their vocal and instrumental abilities will be well displayed in their forthcoming Phillies album tagged after the single chart-rider.

### Lavern Baker



Lavern Baker, who is currently holding down the #49 slot on this week's Top 100 with "See See Rider" on Atlantic, was born thirty-three years ago in Chicago. Lavern had big eyes for the bright lights from earliest childhood. She rushed through school and her early teens impatient for a chance to clutch a mike in front of an audience.

After playing a number of clubs around the country the lark went on tour with the Todd Rhodes band. Lavern learned the art of putting a song over to an audience and decided to try her luck abroad.

After six months in Europe, much of the time having been spent in Italy, the artist returned home. She had become not only a successful night club favorite, but something of a personality whom newspaper men had taken a shine to.

The most important phase of Lavern's career began after her return to the U.S. She began recording for Atlantic Records in 1954 and cut a long string of pop-r&b hits including "Jim Dandy," "Tweedlee Dee" and "Lucky Old Sun."

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.

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# PLATTER SPINNER PATTTER

KHJ-Hollywood will once again present one of the most unusual Christmas Eve broadcasts in radio. A special Xmas Eve Festival has been programmed, to run from 5 PM until midnight, under the aegis of program director Arnie Schorr. The seven-hour show will range from the whimsical to the deeply meditative and significant, presenting every facet of Christmas music. Cal Milner will produce and announce the annual KHJ festival. . . . KHJ spinner Perry Allen has had his afternoon time slot until 6 PM. Last week he helped the station's merchandising department promote a new supermarket opening by acting as a "mystery clerk." First shopper to identify him was awarded a radio and albums, donated by the station. . . . KHJ, through music librarian Betty Breneman, has now sent records to more than 20 different charities and organizations throughout southern California, including orphanages, children's clinics, etc.

Jack Sharp, program director of KFJZ-Forth Worth, sends along word that the station's news helicopter is currently being used to drop their special Santa Claus in on the kids at the Lena Pope Orphanage with small gifts and a tree for the children. . . . Sharp also reports that the outlet, in conjunction with the downtown merchants association, is running a "Lucky Lights" contest, to determine how many Christmas lights are up in the downtown area. Cash prizes will be awarded.

The unprecedented live broadcast of an entire theatrical production, the international hit gospel play, "Black Nativity," was recently presented by KYW-Cleveland direct from New York's Lincoln Center. "Black Nativity" was the first musical play to be presented at Lincoln Center.

WCKR-Miami and nine other radio stations were recently honored with certificates of special service at the White House from the President. General manager Milton Komito received the certificate for WCKR. These certificates were offered for these stations' part in broadcasting Voice of America Spanish language programming during the Cuban Crisis. In presenting the certificate to Komito President Kennedy stated: "During the Cuban Crisis of October-November 1962, WCKR voluntarily cancelled its own programs and from dusk till dawn relayed programs of the Voice of America to Cuba."

For the second successive year, WCFL-Chicago air personality Mike Rapchak, recently broadcast a special two and one-half hour musical tribute to Glenn Miller on the 18th anniversary of the famous bandleader's disappearance over the English channel during World War II. Besides featuring the music that made the Glenn Miller band famous the world over, Rapchak taped interviews with members of the band including Tex Beneke, Ray Eberle, Paula Kelley and the Modernaires.

The Jim Mendes Show ("Designs In Music") on WXCN-FM-Boston featuring music of Broadway, jazz and classics from midnight-7 AM may go network in a few weeks in stereo, since the outlet does most of its broadcasting in FM stereo. The show also features live and taped interviews with celebs and educators from surrounding colleges and universities.

A swinging evening of music and comedy took place last week at the Carnegie Music Hall in Oakland. Headlining the show—a benefit for Children's Hospital—was KDKA-Pittsburgh's wake-up personality Rege Cordic and the Paul Hubinion-Ray De Fade Jazz Workshop of Duquesne University.

"Big Joe" Rosenfield, who conducts the "Happiness Exchange" on WWRL-New York and locality mayor of Times Square for the past 11 years was just elected president of the New York League of Locality Mayors. The membership at the annual meeting, held at the Warwick Hotel, also elected Paul Taubman as vice president and Morris Kirsch as 2nd vice president. The New York League of Locality Mayors, which is celebrating its 50th anniversary this year, has 34 outstanding business and professional people, noted for their humanitarian and charitable work, as mayors in particular areas throughout the New York metropolitan area.

A unique series of 15-minute cultural programs, aimed at young housewives, was launched last week by KRLA-Los Angeles. The programs will be presented six days a week, Monday through Saturday, with the cooperation of the Los Angeles Public

Library. The project is intended to bring the library and its services to the attention of a large segment of the Los Angeles audience. KRLA general manager John Barrett said that the series will feature practical suggestions on books for young parents, library services for children and teenagers, and special services, such as the lending of motion picture film. It will also build a friendly image of the branch community librarian.

Christmas spirit really permeates the KALL-Salt Lake City studios. A local merchant has willingly offered educational gifts to the KALL audience. Every hour, a Christmas carol is played and the listening audience phones in to identify the song. Winners receive a lovely educational book or toy for the kiddies in the family.

## VITAL STATISTICS:

Jim Horn now spinning 'em on KNOW-Austin's 12-6 AM slot. . . . Boyd Magers exits his air niche on KLTR-Blackwell, Oklahoma, to assume a similar position on KRLN-Canon City, Colorado. . . . Ray Willes, formerly with KGON-Portland, has joined the announcing staff of KEX-Portland. . . . Larry James leaves his WFKY-Frankfort stanza to take over the midnight-5:30 AM time on KEWI-Topeka. . . . John Lee, formerly with WJXN-Jackson, Mississippi, is now doing the 9 PM-1 AM slot on KFJZ-Fort Worth. . . . Buddy Webber given the green light as the program director on KVI-Seattle. . . . Jim Lewis is a new add on WCOP-Boston. . . . J. J. Valley exits his program director chair on KJR-Seattle. . . . Adam Jones, previously with WINN-Louisville, now a deejay on KIOA-Des Moines. . . .

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**Colpix Issuing "Lawrence" Track**

NEW YORK—The soundtrack score to "Lawrence of Arabia," the Sam Spiegel-produced flick that looks like it's going to be in for Academy Awards' Oscars in many categories, is going to be released by Colpix Records.

The label is going to issue both a standard LP and a limited-edition deluxe volume.

The deluxe album will be enclosed in a hard-cover box and will contain the souvenir booklet of the film. Mono & stereo list price will be \$5.98 and \$6.98. Regular LP version will carry list prices of \$4.98 (mono) & \$5.98 (stereo).

Music for "Lawrence of Arabia," released through Columbia Pictures, parent company of Colpix, was written by French clefper Maurice Jarre (Richard Rodgers was originally set to do the music, but he quit the project because of work on his new musical with Alan Jay Lerner). His scoring, in addition to conventional instruments, calls for the use of the Ondes Martenot, an electronic instrument with a keyboard like a piano, that is said to be capable of an auditory range that is beyond all other instruments in use today. A cithare, a companion electronics instrument, is also used in the orchestration.

Several singles, utilizing themes from the flick score, will also be released by Colpix.

**Mogull To England For Powell TV Theme; Also Plugging Own Firm**

NEW YORK—Publisher Ivan Mogull left last Wed. (18) for England, where he will work in behalf of Dick Powell's BBC TV show, the main-title of which has been cut by the Tony Hatch ork on the Pye label. Mogull was recently named international and U.S. east coast rep for Powell's Four Star Television's music copyrights.

In addition to the Hatch disking, there's an outing on Dot by Hershel Gilbert, released only in England. Carl Sigmund has written a lyric for the theme, and Mogull will try to place the song with British artists and labels.

For his own European firm, Ivan Mogull Music Ltd., Mogull will also visit Milan, Sweden, Germany, Switzerland, Paris, Belgium and Holland. He will contact deejays and labels in those areas.

**Barrymore's Carol Is Aired For 29th Year**

NEW YORK—The voice of late Lionel Barrymore reading from Charles Dickens' "Christmas Carol" is being heard for the 29th year over radio on Christmas Day. For the third consecutive year, the American Broadcasting Co. network, including 300 affiliates, is airing the MGM Records' LP of Barrymore's reading of the classic. NBC, CBS and the Mutual network have programmed the LP in previous years.

**Subscription To Cash Box**

**\$15**

**Capitol Spotlights Chakiris & Gray In Dec. Release**

HOLLYWOOD—Capitol Records has announced an end of Dec. release that highlights "Memories Are Made Of These" with George Chakiris, and Vol. 6 of Glen Gray's "Sounds of the Great Bands" series.

Both LP's have been specially packaged as part of a concentrated promotion. The Chakiris album contains a set of five photos of the singer, and the Gray package contains a second album of big band classics free in a piggy-back sleeve attached to the new release. The two-for-one deal is included in the price of the new "Themes of the Great Bands."

The vocalist's first LP for the diskery, named after himself, was highly successful on the charts and Capitol feels the new release is a strong follow-up.

**Atlantic Gross Tops \$7 Mil**

(Continued from page 106)

The Atlantic and Atco album picture for 1962 was summed up by Nesuhi Ertegun, vice president of the company. "In the pop field, we brought out a large number of successful packages, including Acker Bilk's 'Stranger On The Shore,' Bent Fabric's 'Alley Cat,' and Booker T.'s 'Green Onions' LPs which were released when the associated singles were at their selling peaks. Earlier this year we released two of the nation's best selling Twist LPs when that dance was the rage: 'Do The Twist With Ray Charles,' (Atlantic) and 'Twist With Bobby Darin' (Atco). Other popular albums that have scored handsomely for our company are the two-LP set, 'The Ray Charles Story' (Atlantic), which was also released as single LP's, The Drifters' 'Save The Last Dance For Me,' (Atlantic), and 'Solomon Burke's Greatest Hits' (Atlantic), as well as 'Ben E. King Sings For Soulful Lovers' (Atco).

"We are very pleased with the tremendous popularity Herbie Mann has achieved this year through his series of albums on Atlantic. He played a key role in generating interest in the Bossa Nova. 'Herbie Mann At The Village Gate' and his Bossa Nova LP, 'Right Now,' established him as one of the most important instrumentalists recording today, and have boosted sales on his other Atlantic LPs; 'The Common Ground,' and 'The Family Of Mann.'

"As in past years, Atlantic's jazz LPs sold well both in this country and overseas. Among the new albums that did particularly well were The Modern Jazz Quartet's 'The Comedy,' 'Lonely Woman,' Hank Crawford's 'From The Heart,' 'Coltrane Plays The Blues,' John Lewis' 'A Milanese Story,' Ray Charles' and Milt Jackson's 'Soul Meeting,' Slide Hampton's 'Explosion!,' and Ornette Coleman's 'Ornette On Tenor.' Mel Torme has proved to be a vital album seller for Atlantic with both of his LPs, 'Mel Torme At The Red Hill' and 'Comin' Home Baby!' reaching a wide audience.

"Our efforts to expand selling of the Atlantic and Atco LP catalogs have been highly successful this year. Through realistic selling programs and imaginative merchandising, we have been able to maintain sales on a large percentage of past LP releases. These include albums by Ray Charles, Bobby Darin, Herbie Mann, The Modern Jazz Quartet, John Coltrane, Hank Crawford, Charlie Mingus, Chris Connor, Slide Hampton, John Lewis, Ornette Coleman, and many others.

"We have made significant progress in arranging distribution of Atlantic and Atco products in all parts of the world. This year, through new contractual arrangements with licensees, our recordings have been introduced for the first time in the following markets: Turkey, Israel, Venezuela, and Peru. Meanwhile, there has been a substantial increase in the amount of business in those territories where distribution arrangements already exist."

**Hey, Look Me Over**



BOSTON—Robert Goulet is pictured above looking over the jacket of his latest chart-riding Columbia album, "Sincerely Yours," with Bill Hahn in a recent interview on WNAC-Boston.

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## Checkin' The Charts



STOCKHOLM—Cadence Records wax star Johnny Tillotson (left) checks Cash Box with Borge Ekberg, general manager of Metronome Records, distributors of Cadence in Scandinavia, during Tillotson's recent visit to Stockholm where his "Send Me The Pillow You Dream On" is currently a big hit.

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## Big Early Response To Frisco Hi-Fi Show

SAN FRANCISCO—Early commitments for space at the 1963 San Francisco High Fidelity Show (Mar. 6-10) are the highest in the exhibit's history, reports James Logan, show director.

"We are amazed with the early response," Logan said, "and at the present time we are substantially ahead of any previous year's contracts received at this time. We are getting a number of exhibitors who have not shown here before, principally tape recording equipment manufacturers."

Logan announced that the drawing by exhibitors for room assignments will be held at the Whitcomb Hotel in San Francisco at 3:00 p.m. on Jan. 11.

The show, which is expected to attract some 150 exhibitors in the 120,000 square feet of exhibit space in San Francisco's Cow Palace, is being sponsored for the fourth year by the Magnetic Recording Industry Association.

## Columbia Names Shepard Masterworks Prod.

NEW YORK—Columbia Records has appointed Thomas Shepard a producer in the Masterworks dept. He will be responsible to Schuyler Chapin, Masterworks A&R director, for producing recordings of such Masterworks attractions as the Budapest String Quartet and Richard Tucker. In addition, he assists John McClure, executive musical director of Masterworks A&R, in producing the New York Philharmonic recordings and coproduces with James Fogelsson, pop A&R producer, the label's re-creations of Broadway shows.

Shepard joined Columbia's A&R trainee program in Feb., 1960. In Oct. of that year, he was promoted to associate producer in the Masterworks dept.

## Singer Forms Production Firm

NEW YORK—New disk performer Cleve Larado, who warbles on his own Medalion label, has formed C. C. Enterprises out of Baton Rouge, La., which will encompass disk production, personal management, real estate and construction, B'way productions and business financing. Larado said he was producing a comedy LP which he has high hopes for. His initial outing on Larado is "Hidin' the Stick."

## Marks Has 3rd Xmas Click In England

NEW YORK—Johnny Marks has his third big Xmas seller in England with Brenda Lee's "Rockin' Around the Christmas Tree." The writer-publisher first made it in England with his classic "Rudolph The Red-Nosed Reindeer" in 1950, and before his current chart entry there, he clicked with "I Heard the Bells of Christmas Day" in 1957.

## Holiday P.A.'s For Sedaka

NEW YORK—Neil Sedaka is headlining a tour of one-niters during the Xmas holidays, which will take him to armories, theatres, ballrooms, bowling alleys and churches.

Dates for the RCA Victor star include the Wycomico Youth & Civic Center in Salisbury, Md. (25), Dixie Ballroom, Gwyn Oak Park, Md. (26), Mosque Theatre, Richmond, Va. (28), Armory, Roanoke, Va. (30), St. Margaret's Church, Reading, Pa. (31) and Sports-a-Rama, Mattitdale, N. Y.



## SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

### "CHICKEN FEED"

BENT FABRIC ..... Atco 6245

### "FLY ME TO THE MOON"

JOE HARNELL ..... Kapp 497

## Four Star Buys Bess, Melhead Pubberies

HOLLYWOOD—Four Star Music has closed a deal for the operation and management of two pubberies, Bess Music (BMI) and Melhead Music (ASCAP), for a period of five years.

Deal was made between Bernie Solomon and Joe Johnson of Four Star and Herb Forcash, president of Guardian Industries, owner of the two pubberies. Four Star, a BMI outfit, has been coming up with a number of hit copyrights, including the current Chubby Checker smash, "Limbo Rock," and other dates by Ricky Nelson. It also has a big country music catalog, and the addition of Bess Music & Melhead Music play a role in the expansion of the operation in the R&B field. Bernie Solomon is also president of Everest Records and The Diner's Club.

## Charles Underwood Opens Pubbery In Hollywood

HOLLYWOOD—A new pubbery, Underwood Music, has been formed in Hollywood by Charles Underwood, former A&R director for Sun Records.

Plans for the firm are to publish songs and to produce masters. One of the first tunes in its catalog is the new click by Bobby "Boris" Pickett (Garpax), "Monster's Holiday."

Underwood is also a free-lance audio engineer in the Hollywood area, having engineered the initial Pickett hit, "Monster Mash," and "The Lonely Bull" by the Tijuana Brass (A&M), another big Top 100 date.

His firm will operate out of 7155 Hawthorne, Hollywood.

## Jimmy In Cleveland



CLEVELAND—On hand to meet Jimmy McGriff (left) on his recent appearance here were Betty Gardner, indie promo gal, and Will Rudd, WJMO—Cleveland librarian and deejay. The Sue organist recently clicked with "I've Got A Woman."

## Shapiro Exits Golden For Cosmo Diskery

NEW YORK—Dick Shapiro has left his post as sales manager of Golden Records, the kiddie disk outfit, to become general manager of Cosmo Records, a subsid of Cosmo Book Dist.

Cosmo, Shapiro said, is launching a new kiddie line, the Simon Says label, which will bow with 12 \$1.98 LP's in Jan. Release will be followed shortly by disks in the 29¢ kiddie field. Distributors are currently being appointed to obtain immediate national distribution. Shapiro is headquartering at Cosmo's New York offices at 115 E 23rd St.

## Golden Mike Winner

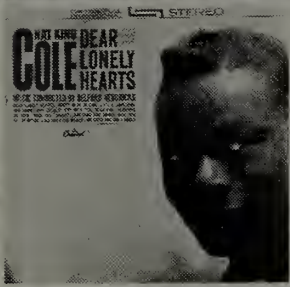


SYDNEY—Fred Marks, executive director of Festival Records, and 2GB's John Laws are pictured above congratulating Johnny O'Keefe on his winning of the 6IX Golden Microphone Award for 1962. The chanter accepted the award from Laws at 2GB-Sydney on behalf of 6IX-Perth.





# ALBUM SURE SHOTS



## • DEAR LONELY HEARTS

NAT "KING" COLE

(Capitol T 1838; ST 1838)



## • SINCERELY YOURS

ROBERT GOULET

(Columbia CL 1931; CS 8731)

## ASCAP Amendment Adds 2 To Board Of Review

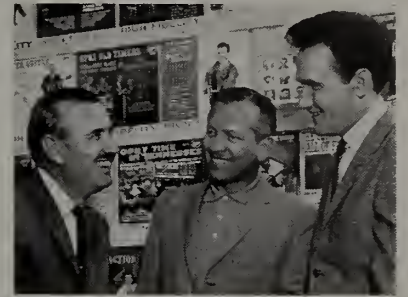
NEW YORK—An amendment to increase the membership of ASCAP's board of review has been passed by over 98% of the membership who voted.

Under the new amendment to Article 14 of the society's Articles of Association, the board of review, which now consists of six members—three writers and three publishers—will be increased to eight members, split evenly between writers and publishers.

The present provision that one writer and one publisher member must be a standard writer and a standard publisher respectively remains. Additionally, the amendment provides for alternates to serve in the absence of the members of the board of review.

The board of review hears complaints from fellow members of the society.

## Night Club Studio



MADISON, TENNESSEE—The Starday sound studio was recently the scene of much festivity when Archie Campbell did a live presentation before a hundred music notables and Grand Ole Opry sponsors while his new Starday comedy album was being cut. Shown (left to right) above are Campbell, Don Pierce, Starday topper, and vet country chanter Roger Miller.

## Angel Ends '62 Release With Klemperer LP

NEW YORK—The Angel label's final LP release of '62 is "A Wagner Program" with Otto Klemperer conducting the Philharmonia Orchestra. It represents a third volume of Wagner highlights in response to the success of the previous 2-LP set, "Klemperer

Conducts Wagner," issued in 1960 to mark the conductor's 75th anniversary. New program consists of familiar excerpts from the "Ring" cycle and preludes from "Tannhauser" and "Parsifal."

## Keely Opens New KLAC



HOLLYWOOD—Lark Keely Smith does the honors at the official ribbon cutting ceremonies at the formal dedication ceremonies of KLAC-AM & FM's new home here. Others in the official party include KLAC executive vice-president and General Manager, Bob Forward; Los Angeles City Councilman Harold Henry; founder of the Miracle Mile, A. W. Ross; the songstress; chairman of the Los Angeles County Board of Supervisors, Ernest E. Debs; and KLAC owner and topper, Mortimer W. Hall.

## Atlantic City Jazz Fete To Benefit UNICEF

NEW YORK—"A World Jazz Festival," to benefit UNICEF, the United Nation's children's fund, has been set for the Ambassador Hotel in Atlantic City, N.J. over the weekend of Feb. 1-3.

Fete, being guided by clarinetist Owen Engel, who will head a group of foreign musicians, including a number of jazzists from India, is part of a package deal for a weekend vacation at the hotel.

Rates per person for the two full days, including four meals (breakfast & dinner), are: 2 in a room—\$35.95; 3 in a room—\$32.95; 4 in a room \$29.95.

Reservations, including a \$10 deposit, can be mailed to: U.S. Committee for UNICEF; P.O. Box 3523, Grand Central Station, New York 17.

## Times Square Sets 30 "Oldie" Singles

NEW YORK — Irving Rose's Times Square label—an outgrowth of his dealership that specializes in oldie rock dates—will release 30 oldie singles this winter. The initial three releases in the series are: "Did It" by The Laddins; "Poor Rock 'n Roll" by The Nobles; and "One One to Love" by The Original Crests with Johnny Maestro.

## Playin' "Watusie"




NATCHEZ—Big Walter (left) recently had a ball showing Fats Domino how his new deck of "Watusie Freeze" sounds on the organ. The tune is on the Natchez-based Myrl label.



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HAPPY  
HOLIDAYS  
FROM  
NASHBORO  
AND  
EXCELLO  
RECORDS

NASHBORO RECORD COMPANY  
177 3rd Ave., N. Nashville, Tenn.

MERRY XMAS—  
HAPPY NEW YEAR



Mele Kalikimaka—  
Hauoli Makahiki Hou  
May Singhi Breen De Rose

2 Smash Singles  
LITTLE DRUMMER BOY  
HARRY SIMEONE CHORALE  
FOX 121

MY CHRISTMAS MESSAGE  
TO THE WORLD

LARRY FOSTER  
FOX 325



Gaylord Inks Linda Manning



GOODLETTSVILLE, TENNESSEE—Linda Manning was recently signed to a wax contract by the Pamper owned and operated Gaylord Records. Standing (left to right) in the above photo are the lark, Jimmy Key of Curtis Artists Productions, the agency that books her, Hank Cochran, production co-ordinator of Pamper and Gaylord. Seated is J. Hal Smith, manager of both firms.

Chi NARAS Meets

CHICAGO—The Chicago Chapter of the National Academy of Recording Arts and Sciences (NARAS) held its monthly meeting last Tuesday (20), at 6 p.m., in the RCA Victor custom recording studios, on Lake Shore Drive.

The business end of the session was chaired by ork leader Dick Schory, president of the local chapter of NARAS. Prime business on the evening's agenda was the unanimous agreement by the membership in attendance to increase the Board of Governors (wherever possible) to two board members for each category represented in NARAS.

A nominating committee was appointed by Schory, which includes NARAS' legal counsel (in this chapter) Jordon Ross (committee chairman), David Carroll, A&R director for Mercury Records; Pete Wright and Bob Diedrick.

The last portion of the meeting was devoted to a discussion of comedy records. The guest speaker was comic Joe Conte. Conte, who records his comedy LP's on the Elmwood label, emceed the floor shows at Mangam's Chateau, in suburban Lyons Township, for about 11 years. He is currently making the circuit of Playboy Clubs throughout the United States. Conte was introduced at the meeting by Joe Wells, of RCA Victor custom recording studios.

The next meeting has been pushed up to Tuesday, December 11, 6 p.m., so as not to conflict with the Christmas-New Years holiday season. All members were strongly urged to attend this meeting as there will be an election of the additional members of the board of governors.

New "Stage Band"  
Series From Bourne

NEW YORK—Bourne Music has a new "Stage Band Series" of dance arrangements, which have also been cut in a new album, "Sound Spectrum," on the Murbo label.

LP, conducted by John Cacavas and produced by Ralph Satz, features such evergreens as "Imagination," "When You Wish Upon A Star" and others.

The G. Schirmer outlet in New York is devoting an entire window display to the book and album.



JUKE BOX OPS'  
RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

TOWN CRIER/RAINBOW  
Tommy Roe (ABC-Paramount 10379)

HOW DO YOU TALK TO AN ANGEL  
Etta James (Argo 5430)

I FOUND A NEW BABY/KEEP  
A-WALKIN'  
Bobby Darin (Atco 6244)

ZERO ZERO  
Carl-Henrik Norin Orch. (Atco 624)

MY MAN—HE'S A LOVIN' MAN  
Betty Levett (Atlantic 2160)

THESE GOLDEN RINGS  
Jive Five (Belmonte 2029)

HONEYSUCKLE ROSE  
Jimmy Smith (Blue Note 1852)

WHAT GOOD AM I WITHOUT YOU  
Jackie Wilson (Brunswick 55236)

POPEYE WADDLE  
Don Covay (Cameo 7239)

LET ME ENTERTAIN YOU  
Ray Anthony (Capitol 4876)

WELCOME HOME  
Frankie Avalon (Chancellor 1125)

EVERYDAY I HAVE TO CRY  
Steve Alaimo (Checker 1032)

TWEEDLE DEE  
Dave "Baby" Cortez (Chess 1842)

GONNA RAISE A RUCKUS TONIGHT  
Jimmy Dean (Columbia 42600)

FROM THE BOTTOM OF MY HEART  
Jerry Vale (Columbia 42637)

LONELIEST GIRL IN TOWN  
Linda Scott (Congress 108)

BIG STAR/TELEPHONE  
Shelley Fabares (Colpix 667)

BIG NOISE FROM WINNETKA  
(Pts 1 & 2)  
Cozy Cole (Coral 62339)

PEPPERMINT MAN  
Dick Dale (Del-Tone 5020)

MISERLOU  
Dick Dale (Del-Tone 5020)

BLUES STAY AWAY FROM ME  
Pat & Shirley Boone (Dot 16406)

MEXICAN JOE  
Pat Boone (Dot 16416)

OO-LA-LA-LIMBO  
Danny & Juniors (Guyden 2076)

WILLIE'S BLUES  
Junior Walker All-Stars (Harvey)

JOEY'S SONG  
Bill Black's Combo (Hi 2059)

WILLIE CAN  
Sue Thompson (Hickory)

SPANISH TWIST  
Roller Coasters (Holiday Inn 110)

LET THE FOUR WINDS BLOW  
Sandy Nelson (Imperial 5904)

KNOCKERS UP (EP)  
Rusty Warren (Jubilee JGM 2029)

BLACK CLOUD  
Leroy Van Dyke (Mercury 72057)

DO YOU HEAR WHAT I HEAR?  
Harry Simeone Chorale (Mercury 72065)

AL DI LA  
Connie Francis (MGM 13116)

BALLAD OF LOVER'S HILL  
Teresa Brewer (Philips 40077)

RED PEPPER  
Roosevelt Fountain (Prince-Adams 447)

FROM THE BOTTOM OF MY HEART  
Dean Martin (Reprise 20116)

IN BETWEEN YEARS  
James MacArthur (Scepter)

SANTA SANTA  
Rocky Fellers (Scepter 1245)

JELLY BREAD  
Booker T & MG's (Stax 131)

MG BLUES  
Jimmy McGriff (Sue 777)

WISHING STAR  
Jerry Butler (Vee Jay 475)

GETTING READY FOR THE  
HEARTBREAK  
Chuck Jackson (Wand 128)

BIG BOAT/TINY SPARROW  
Peter, Paul & Mary (Warner Bros. 5325)

NEW ADDITIONS to TOP 100

86—WALK RIGHT IN  
Rooftop Singers (Vanguard 35017)

89—SHAKE ME, I RATTLE  
(SQUEEZE ME, I CRY)  
Marion Worth (Columbia 42640)

94—JAVA  
Floyd Cramer (RCA Victor 8116)

97—PROUD  
Johnny Crawford (Del-Fi 4193)

98—WOULD IT MAKE ANY  
DIFFERENCE TO YOU  
Etta James (Argo 5430)

99—THERE'LL BE NO TEARDROPS  
TONIGHT  
Adam Wade (Epic 9557)

AIMED at OPS

"What Is A Boy"/"What Is A Girl"—Jockie Gleason (Decca 27648)

"Colonel Bogey March"/"Ol' Man River"—Grody Mortin (Decca 25589)

"Roll Me Over"/"Do It Now"/"Twist Blues"—Rusty Warren (Jubilee EP 2049)

"Lonesome, That's All"/"A Perfect Doy"—Dovid Corroll (Mercury 30108)

Bluegrass At Carnegie Hall



NEW YORK—Flatt and Scruggs, who are currently picking plenty of dual-market coin with "The Ballad Of Jed Clampett" on Columbia, recently appeared before a packed house at Carnegie Hall. The pic on the left shows the duo in one of their famous bluegrass numbers. On right is part of the vast audience.





# TOP 50 IN R&B LOCATIONS

POS. LAST WEEK

1	LIMBO ROCK	1
	Chubby Checker (Parkway 849)	
2	YOU ARE MY SUNSHINE	2
	Ray Charles (ABC Paramount 10375)	
3	HOTEL HAPPINESS	4
	Brook Benton (Mercury 72055)	
4	RELEASE ME	3
	Little Ester Phillips (Lenox 5555)	
5	ZIP-A-DEE-DOO-DAH	5
	Bob B. Soxx & Blue Jeans (Philles 107)	
6	DEAR LONELY HEARTS	7
	Nat "King" Cole (Capitol 4870)	
7	KEEP YOUR HANDS OFF MY BABY	8
	Little Eva (Dimension 1003)	
8	BIG GIRLS DON'T CRY	6
	4 Seasons (VeeJay 465)	
9	CHAINS	10
	Cookies (Dimension 1002)	
10	TWO LOVERS	13
	Mary Wells (Motown 1035)	
11	UP ON THE ROOF	12
	Drifters (Atlantic 2162)	
12	EVERYBODY LOVES A LOVER	14
	Shirelles (Scepter 1243)	
13	TELL HIM	17
	Exciters (United Artists 544)	
14	DON'T MAKE ME OVER	15
	Dione Warwick (Scepter 1239)	
15	SEE SEE RIDER	16
	Lavern Baker (Atlantic 2167)	
16	WIGGLE WOGGLE	11
	Les Cooper (Everlast 5019)	
17	DON'T HANG UP	9
	Orlons (Cameo 231)	
18	TELSTAR	20
	Tornadoes (London 9561)	
19	DESAFINADO	18
	Stan Getz & Charlie Byrd (Verve 10260)	
20	MY MAN—HE'S A LOVIN' MAN	19
	Betty Levett (Atlantic 2160)	
21	MY WIFE CAN'T COOK	31
	Lonnie Russ (4-J 501)	
22	WOULD IT MAKE ANY DIFFERENCE TO YOU	36
	Etta James (Argo 5430)	
23	JELLY BREAD	38
	Booker T. & MG's (Stax 131)	
24	YOU'VE GOT A HOLD ON ME	33
	Miracles (Tamla 54073)	
25	SPANISH LACE	23
	Gene McDaniels (Liberty 55510)	
26	RIDE	20
	Dee Dee Sharp (Cameo 231)	
27	STRANGE I KNOW	27
	Marvelettes (Tamla 56072)	
28	YOU THREW A LUCKY PUNCH	21
	Gene Chandler (Vee Jay 468)	
29	YOU'RE GONNA NEED ME	37
	Barbara Lynn (Jamie 1240)	
30	YOUR CHEATIN' HEART	22
	Ray Charles (ABC Paramount 10375)	
31	SHAKE SHERRY	41
	Contours (Gordy 7012)	
32	HE'S A REBEL	24
	Crystals (Philles 106)	
33	COMIN' HOME BABY	30
	Mel Torme (Atlantic 215)	
34	LET ME GO THE RIGHT WAY	29
	Supremes (Motown 1034)	
35	GETTIN' READY FOR THE HEARTBREAK	28
	Chuck Jackson (Wand 128)	
36	SOMEBODY HAVE MERCY ON ME	32
	Sam Cooke (RCA Victor 8088)	
37	SOMEONE, SOMEWHERE	34
	Junior Parker (Duke 357)	
38	BOSSA NOVA BIRD	45
	Dells (Argo 5428)	
39	WON'T YOU COME BACK	35
	Fats Domino (Imperial 5895)	
40	CINNAMON CINDER	46
	Pastel Six (Zen 102)	
41	MIND OVER MATTER	42
	Nolon Strong (Fortune 546)	
42	LET'S GO PONY	40
	Router (Warner Bros. 5283)	
43	DO YOU LOVE ME	25
	The Contours (Gordy 7005)	
44	HOW DO YOU TALK TO AN ANGEL	43
	Etta James (Argo 5430)	
45	WISHING STAR	49
	(THEME FROM TARAS BULBA) Jerry Butler (VeeJay 475)	
46	TROUBLE IN MIND	—
	Aretha Franklin (Columbia 426225)	
47	THESE GOLDEN RINGS	—
	Jive Five (Beltone 2029)	
48	RED PEPPER	—
	Roosevelt Fountain & Pens of Rhythm (Prince-Adoms 447)	
49	CHICKEN FEED	—
	Bent Fabric (Atco 6245)	
50	THREE HEARTS IN A TANGLE	47
	James Brown (King 5701)	

## Benefit Date



HOLLYWOOD — Stanley Livingston, Marilyn recording star and a "My Three Sons" TV regular, recently made a guest appearance at the Stockton, Calif. Police Widows and Orphans benefit sponsored by KJOY-Stockton. Some of the other artists appearing with Stanley were (left to right) Eddie Hodges, Shelley Fabares and Duane Eddy.

## Frey To Co-Sponsor 2 Coast Bossa Nova Concerts

NEW YORK—Sid Frey, president of Audio Fidelity Records, is putting on two Bossa Nova concerts on the coast next month.

Concerts, which are being co-produced by Irv Grantz, will follow the recent Frey-sponsored (along with Show Magazine) Bossa Nova show at New York's Carnegie Hall, which was a losing proposition and which came in for criticism largely due to an over crowded bill and the presence of too much audio equipment on stage (see last week's issue for Frey's defense of the concert).

The coast concerts—to feature Stan Getz, Dizzy Gillespie, Lalo Shifrin, the Oscar Castro-Neve orchestra—will be held Jan. 4 in the Masonic Auditorium in San Francisco and Jan. 5 at the Shrine Auditorium in Los Angeles. Leonard Feather will emcee the event, repeating his chore at the Carnegie date, and Rocky Mari will demonstrate a Bossa Nova dance step.

## Steve & Eydie To Host Cerebral Palsy Telethon

NEW YORK—Steve Lawrence and Eydie Gorme, for the third year, will be the host and hostess of twelfth annual Greater New York Cerebral Palsy telethon over WOR's channel 9 on Jan. 5-6, it was announced.

Dennis James will serve as master of ceremonies for the eleventh time, and music will be provided by Tony Cabot and his orchestra.

Emanating from the Elysee Theater in New York, past telethons have raised as much as 90% of the funds pledged to the cerebral palsy drive.

## Santa Meets The Cousins



BRUSSELS—On their recent return to Belgium, the Cousins were met by Santa Claus. The above photo shows the group and St. Nick during a reception in the Martini Club. The quartet is currently riding the charts in the country with "Relax" on the Palette label.

## NARAS Comes Of Age

By Bob Yorke, President NARAS

NARAS has come of age. We are now entering an exciting and crucial period. We are a truly national organization, with three thriving chapters. We have some money in the bank for the first time. Our membership is composed of dedicated people who believe in this industry and the creative inspiration of the individual upon whom it depends.

It isn't too soon to recognize that we are much in the debt of Jim Conkling, whose brain-child the Academy was, and Paul Weston, our past President, who steered us carefully and selflessly through our formative years. We owe a great deal to the faith of a few men.

Our improved financial situation makes it possible for us to improve on the things we have done in the past; but also, we can now reach out and do new things to improve the status of the creative forces in the industry.

We can greatly enlarge our scholarship and education activities. We certainly will continue to improve our awards' procedures. We certainly will look for and find ways to encourage and reward true artistic creativity in the field of recording, including, quite possibly, outright awards in the forms of grants to deserving new talent via selected NARAS-sponsored competition. All of these things we can and should do.

The time is past for the Academy to be run by a handful of dedicated members. We are growing too old to be carried any longer on the shoulders of a few who are willing to carry the burden of many.

I call upon each of you to join actively in helping us achieve our many worthwhile aims. Attend meetings. Volunteer to work on committees. Corral new members. Help make this Academy the important force it deserves to be, and most assuredly will be, if all of us work together.

## Makes Global Tour For Peace-Thru-Music Program

NEW YORK—A Japanese radio & TV producer and deejay is making a world tour on behalf of promoting international peace through music.

The man is Shiro Yamazaki of Tokyo, who is representing the projects committee of "Disk Jockey Around The World," a Japanese association. Yamazaki hopes to collect enough material with a view towards producing a program series entitled: "Disk Jockey Around The World—Part 1: "Ringing Bells Of Peace." His Tokyo address is 21 2-chome, Naka-Kamata, Ohta-Ku.

## MEMO from the desk of BUDDY KAYE

Best wishes for the New Year and one great big *THANK YOU* to everyone who helped make the old year one of the best.

## (The No. 1 World-Wide Hit) SPEEDY GONZALES

(Pat Boone—Dot)

(From the Columbia Picture)

## TWIST AROUND THE CLOCK

(Starring Chubby Checker)

(250,000 initial pressing)

## THE NEXT TIME

(Cliff Richard)

From his new film "Summer Holiday" release: early '63

(Producing with Martin B. Cohen and writing songs for)

## SUGAR LOAF

(Eastman color-Cinemascope)

Starring

Rossano Brazzi

Rhonda Fleming

Filming on location in Brazil starting January 14th

BUDD MUSIC LTD. (London, Eng.)

Jeff Kruger, Managing Dir.

BUDD MUSIC CORP. (New York)

1619 Broadway, N. Y. 19



America's Favorite Holiday  
Songs

## SLEIGH RIDE

## LITTLE DRUMMER BOY

## SCARLET RIBBONS

RECORDED ON EVERY LABEL  
— TOP ARTISTS —  
VOCAL AND INSTRUMENTAL.

MILLS MUSIC, INC.—N.Y.C.

Bustin'

## STROLLIN' HOME

b/w

## MESS AROUND

## KING CURTIS

#4891





## New RIAA Awards



NEW YORK—The RIAA has created two new gold record awards for certified wax sales. On the left is the pop singles award to commemorate the sale of more than one million copies. The award on the right is to commemorate the sale of more than one million dollars of albums.

### SENSATIONAL NEW RELEASE THE CREATIONS "LADY LUCK"

B/W

"WE'RE IN LOVE"

Best Season's Greetings To All

**TAKE TEN Records**

360 N. Michigan, Chicago, Ill.

## Cash Box

## LOOKING AHEAD ALBUMS

- 1 **LONELY BULL**  
*Tijuana Brass (A&M 101)*
- 2 **NEW BEAT BOSSA NOVA**  
*Zoot Sims (Colpix SEP 436)*
- 3 **EXOTIC STRINGS**  
*Percy Faith (Columbia CS 8702)*
- 4 **JUMBO**  
*Original Sound Track (Columbia OLS860)*
- 5 **GREEN ONIONS**  
*Booker T & MG's (Stax 701)*
- 6 **VENTURES DANCE PARTY**  
*(Dolton BLT 2017; BST 8017)*
- 7 **VENTURES PLAY TELSTAR & THE LONELY BULL**  
*(Liberty BRP 2019; BST 8019)*
- 8 **MR. PRESIDENT**  
*Perry Como (RCA Victor LPS 2630; LSP 2630)*
- 9 **DESAFINADO**  
*Pat Thomas (MGM E 4103)*
- 10 **EXCITING VOICE OF AL MARTINO**  
*(Capitol T 1774; ST 1774)*
- 11 **YOU BELONG TO ME**  
*Duprees (Coed LPC 905)*
- 12 **DION GREATEST HITS**  
*(Laurie LLP 2013)*
- 13 **VIVA BOSSA NOVA**  
*Laurindo Almeida & The Bossa Nova All Stars (Capitol T 1759)*
- 14 **DO YOU LOVE ME**  
*Contours (Gordy 910)*
- 15 **HOW TO STRIP FOR YOUR HUSBAND**  
*Ann Corio (Roulette 25186)*
- 16 **RIGHT NOW**  
*Herbie Mann (Atlantic 1384)*
- 17 **TONY BENNETT AT CARNEGIE HALL**  
*(Columbia C2S 823)*
- 18 **WHAT'S A MATTER BABY**  
*Timi Yuro (Liberty LRP 7272; LST 7273)*
- 19 **ALL THE HITS**  
*Dee Dee Sharp (Cameo C 1026)*
- 20 **BONANZA**  
*Original TV Cast (RCA Victor LPM 2583; LSP 2583)*
- 21 **THE OTHER FAMILY**  
*Larry Foster & Marty Brill (Laurie LC 5000)*
- 22 **AT HOME WITH THAT OTHER FAMILY**  
*Various Artists (Roulette R 25203)*

## Cash Box

## LOOKING AHEAD CHRISTMAS ALBUMS

- 1 **HOLIDAY SING ALONG WITH MITCH**  
*Mitch Miller (Columbia CL 1701; CS 8501)*
- 2 **SEASON'S GREETINGS FROM PERRY COMO**  
*(RCA Victor LPM 2066)*
- 3 **MERRY CHRISTMAS**  
*Bing Crosby (Decca DL8128; DL 78128)*
- 4 **I WISH YOU A MERRY CHRISTMAS**  
*Bing Crosby (Warner Bros. WB 1484; WS 1484)*
- 5 **THE 4 SEASONS GREETINGS**  
*4 Seasons (VeeJay 1005)*
- 6 **CHRISTMAS IN ZITHERLAND**  
*Ruth Welcome (Capitol T 1782; ST 1782)*
- 7 **CHRISTMAS WITH EVERLY BROTHERS**  
*(Warner Bros. WB 1483; WS 1483)*
- 8 **CHRISTMAS WITH CHET ATKINS**  
*(RCA Victor LPM 2423)*
- 9 **LITTLE DRUMMER BOY**  
*Harry Simeone Choir (20th Fox 45-121)*
- 10 **MERRY CHRISTMAS**  
*Bobby Vee (Liberty LRP 3267; LST 7267)*



MIRROR, MIRROR ON THE WALL  
HERE'S LOOKING FORWARD TO  
THE BEST YEAR OF ALL.

**WARMEST  
SEASON'S GREETINGS**

*Sincerely,*

*Joanne Engel*

SABINA RECORDS  
150 W. 55th St. N.Y.

Personal Mgr.  
SID ZUCKERMAN

### Galaxy Acquires Masters By Hooker, Jackson, Stitt

SAN FRANCISCO—Galaxy Records, this city, has purchased 86 masters of the vet blues performer John Lee Hooker and some of the first diskings of jazzists Milt Jackson and Sonny Stitt.

Deal was with Bernie Besman, who first recorded the artists for his Detroit-based Sensation label. Included among the Hooker masters is the original version of his big hit, "Boogie Chillun."

Hooker's first release under the Galaxy tag will be a previously unreleased side, "You Gotta Shake Them Up & Go" backed with "I Lost My Job."

An album called "The Beginning" will debut the takes of Jackson and Stitt now being handled by Galaxy.

### Donald Kahn Forms Rexford Label

HOLLYWOOD—Donald Kahn, writer-publisher son of the late Gus Kahn, the great cleffer, has set up Rexford Records in Hollywood. Guy Ward Associates, business consultants in the music business, will handle all domestic and foreign distribution and promotion for the label, which will cut in the U.S. and abroad.

A single, "Cosa Nueva" by Dante Verela, has already been released, and in Jan. three LP's will make their bow from Rexford, including a big band jazz-type album cut in Milan, Italy by Giulio Libano. A sales-promotion campaign on the labels produced will be launched in Feb.

Foxx's Latest!!!

**"Laugh Along  
With Foxx"**

#832

**DOOTO**   
REG. U.S. PAT. OFF.

The Majors

**"She's A Troublemaker"**

and

**"A Little Bit Now  
(A Little Bit Later)"**

#5879

**Imperial Records**





# CASH BOX TOP 100'S PUBLISHERS

(Top 100 titles listed Alphabetically  
see card for artist and label credit)

ALL ALONE AM I ..... 27 (Duchess—BMI)	MOLLY ..... 84 (Aldon—BMI)
BALLAD OF JED CLAMPETT ..... 58 (Carolinton—BMI)	MONSTERS HOLIDAY ..... 29 (Garpax, Underwood—BMI)
BIG GIRLS DON'T CRY ..... 6 (Bobob—ASCAP)	MY COLORING BOOK ..... 51 (Sunbeam—BMI)
BOBBY'S GIRL ..... 2 (A.M.E. of N.Y.—BMI)	MY DAD ..... 17 (Aldon—BMI)
CAST YOUR FATE TO THE WINDS 76	MY OWN TRUE LOVE ..... 55 (Remick—ASCAP)
CHA CHA CHA ..... 60 (Fajob-Kalman—ASCAP)	MY WIFE CAN'T COOK ..... 83 (Lajesse J—BMI)
CHAINS ..... 22 (Aldon—BMI)	NIGHT HAS A THOUSAND EYES . 26 (Blen, Mabs—ASCAP)
CHICKEN FEED ..... 79 (Metorian—BMI)	NIGHT TIME ..... 87 (Rego-Park—BMI)
(THE) CHIPMUNK SONG ..... 88 (Monarch—ASCAP)	PEPINO THE ITALIAN MOUSE ... 12 (Romance, Ding Dong—BMI)
CINNAMON CINDER ..... 68 (Algrace—BMI)	POPEYE (THE HITCHHIKER) .... 75 (Kalman—ASCAP)
COMIN' HOME BABY ..... 53 (Melotone—BMI)	*PROUD ..... 97 (Aldon—BMI)
CONEY ISLAND BABY ..... 66 (Original—BMI)	PUSH AND KICK ..... 48 (Claridge—ASCAP)
(Dance With) THE GUITAR MAN . 16 (Lindvane—BMI)	RAINBOW AT MIDNIGHT ..... 65 (Shapiro, Bernstein—ASCAP)
DEAR LONELY HEARTS ..... 18 (Sweco, Cetra—BMI)	RELEASE ME ..... 8 (4 Star Sales—BMI)
DESAFINADO ..... 39 (Hollis Bendig—BMI)	REMEMBER THEN ..... 35 (Maurcen Music—BMI)
DON'T GO NEAR THE ESKIMOS .. 74 (Buttercup—BMI)	RETURN TO SENDER ..... 4 (Elvis Presley—BMI)
DON'T HANG UP ..... 13 (Kalman—ASCAP)	RIDE ..... 21 (Woodcrest, Check-Colt—BMI)
DON'T MAKE ME OVER ..... 40 (Bacharach, Jac—ASCAP)	ROAD HOG ..... 77 (Acuff-Rose—BMI)
ECHO ..... 64 (Spare Rib—BMI)	ROCKIN' AROUND THE CHRISTMAS TREE ..... 92 (St. Nichols—ASCAP)
ESO BESO ..... 50 (Flanka—ASCAP)	RUBY ANN ..... 32 (Marizona—BMI)
EVERYBODY LOVES A LOVER .... 25 (Int'l Korwin—ASCAP)	RUMORS ..... 34 (Aldon—BMI)
FLY ME TO THE MOON ..... 80 (Almanac—ASCAP)	SANTA CLAUS IS COMIN' TO TOWN ..... 31 (Lea Feist—ASCAP)
FROM A JACK TO A KING ..... 78 (Dandelion Music)	SANTA CLAUS IS WATCHING YOU 38 (Lowery—BMI)
GO AWAY LITTLE GIRL ..... 5 (Aldon—BMI)	SEE SEE RIDER ..... 49 (Cotillian—BMI)
HALF HEAVEN—HALF HEARTACHE ..... 43 (Arch—ASCAP)	*SHAKE ME, I RATTLE ..... 89 (Caliseum—BMI)
HE'S A REBEL ..... 33 (January—BMI)	SHAKE SHERRY ..... 70 (Jobete—BMI)
HOTEL HAPPINESS ..... 10 (Day Ben, Mansion—ASCAP)	SHE'S A TROUBLEMAKER ..... 72 (Travis, Writtenhouse—BMI)
I CAN'T HELP IT ..... 62 (Acuff-Rose—BMI)	SHUTTERS AND BOARDS ..... 28 (Camp & Canyon—BMI)
*I NEED YOU ..... 93 (Hilliard—BMI)	SOME KINDA FUN ..... 57 (Rondell—BMI)
I LEFT MY HEART IN SAN FRANCISCO ..... 45 (General—ASCAP)	SPANISH LACE ..... 56 (St. Louis—BMI)
I MAY NOT LIVE TO SEE TOMORROW ..... 85 (Pogo—ASCAP)	STRANGE I KNOW ..... 69 (Jobete—BMI)
I'M GONNA BE WARM THIS WINTER ..... 47 (Merna—BMI)	STUBBORN KIND OF FELLOW ... 73 (Jobete—BMI)
I SAW LINDA YESTERDAY ..... 37 (Jack—BMI)	TELL HIM ..... 14 (Mellin—BMI)
IT'S UP TO YOU ..... 30 (4 Star Sales—BMI)	TELSTAR ..... 1 (Campbell, Connelly—ASCAP)
*JAVA ..... 94 (Rush—BMI)	TEN LITTLE INDIANS ..... 54 (Sea Of Tunes—BMI)
JINGLE BELL ROCK ..... 63 (Cornell—ASCAP)	*THERE'LL BE NO TEARDROPS TONIGHT ..... 99 (Rose—BMI)
KEEP YOUR HANDS OFF MY BABY ..... 15 (Aldon—BMI)	THAT'S LIFE ..... 44 (Mary Hill, Missile—BMI)
LET ME GO THE RIGHT WAY ... 90 (Jobete—BMI)	TROUBLE IS MY MIDDLE NAME .. 42 (January—BMI)
LET'S GO (PONY) ..... 46 (Rist-Giant—BMI)	TWILIGHT TIME ..... 100 (Porai—BMI)
LET'S KISS AND MAKE UP ..... 36 (Trio—BMI)	TWO LOVERS ..... 20 (Jobete—BMI)
LIMBO ROCK ..... 3 (Four Star Twist—BMI)	UP ON THE ROOF ..... 23 (Aldon—BMI)
LITTLE DRUMMER BOY ..... 41 (Mills—Delaware—ASCAP)	*WALK RIGHT IN ..... 86 (Rverson—BMI)
LITTLE TOWN FLIRT ..... 81 (Vicki McLaughlin—BMI)	WHITE CHRISTMAS ..... 96 (Irving Berlin—ASCAP)
LONELY BULL ..... 7 (Almo—ASCAP)	WIGGLE WOBBLE ..... 24 (Bob-Dan—BMI)
LOOP DE LOOP ..... 61 (Tobi-Ann, Teddy Vann—BMI)	*WOULD IT MAKE ANY DIFFERENCE TO YOU ..... 98 (Pamper—BMI)
LOVE CAME TO ME ..... 19 (Schwartz, Disal—ASCAP)	YOUR CHEATIN' HEART ..... 67 (Rose—BMI)
LOVE OF A BOY ..... 52 (U.S. Songs—ASCAP)	YOU ARE MY SUNSHINE ..... 9 (Peer Int'l—BMI)
LOVESICK BLUES ..... 71 (Mills—ASCAP)	YOU'VE REALLY GOT A HOLD ON ME ..... 59 (Jobete—BMI)
MAYBE YOU'LL BE THERE ..... 95 (Triangle—ASCAP)	ZERO ZERO ..... 91 (Metorian—BMI)
ME AND MY SHADOW ..... 82 (Bourne—BMI)	ZIP-A-DEE-DOO-DAH ..... 11 (Joy—ASCAP)

Greetings

Erroll Garner



## SINCEREST SEASON'S GREETINGS

FROM

ERNIE LEANER BILL LEANER  
AND ALL THE STAFF  
AT

UNITED RECORD DISTRIBUTORS, INC.

2029 South Michigan Ave., Chicago 16, Illinois  
(All Phones: CALumet 5-6605)



# TOP COUNTRY RECORDS & ARTISTS of 1962

A TABULATION OF COUNTRY RECORDS & COUNTRY ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THEIR FIELD ACCORDING TO THE WEEKLY CASH BOX TOP 50 COUNTRY CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING DEC. 15, 1962.

## BEST MALE VOCALISTS (C&W)

- |                        |                      |
|------------------------|----------------------|
| 1. WEBB PIERCE         | 21. Carl Smith       |
| 2. JIM REEVES          | 22. Don Gibson       |
| 3. GEORGE JONES        | 23. Sheb Wooley      |
| 4. Buck Owens          | 24. Hawkshaw Hawkins |
| 5. Jimmy Dean          | 25. Ernest Ashworth  |
| 6. Ray Price           | 26. Slim Whitman     |
| 7. Leroy Van Dyke      | 27. Hank Locklin     |
| 8. Marty Robbins       | 28. Roy Drusky       |
| 9. Johnny Cash         | 29. Warren Smith     |
| 10. Bill Anderson      | 30. Jimmy Newman     |
| 11. Faron Young        | 31. Bob Gallion      |
| 12. Burl Ives          | 32. Carl Belew       |
| 13. George Hamilton IV | 33. Bill Phillips    |
| 14. Billy Walker       | 34. Cowboy Copas     |
| 15. Porter Wagoner     | 35. Rex Allen        |
| 16. Eddy Arnold        | 36. Ernest Tubbs     |
| 17. Claude Gray        | 37. Jimmy Davis      |
| 18. Hank Snow          | 38. Bobby Edwards    |
| 19. Stonewall Jackson  | 39. James O'Gwynn    |
| 20. Ferlin Husky       | 40. Johnny Horton    |

## BEST FEMALE VOCALISTS (C&W)

- |                   |                     |
|-------------------|---------------------|
| 1. KITTY WELLS    | 6. Marion Worth     |
| 2. PATSY CLINE    | 7. Rose Maddox      |
| 3. SHIRLEY COLLIE | 8. June Carter      |
| 4. Skeeter Davis  | 9. Margie Singleton |
| 5. Wanda Jackson  | 10. Jean Shepard    |

## Season's Greetings

... and many thanks to all who helped  
make '62 a great year for me



*George Jones*

Current Smash Single

**"NOT WHAT I HAD IN MIND"**

C/W

**"I SAW ME"**

UA 528

Bookings  
WIL-HELM AGENCY  
801 16th Ave., So., Nashville  
244-1403



## TOP C&W RECORDS OF 1962

1. TROUBLE'S BACK IN TOWN—WILBURN BROTHERS (Decca)
2. WOLVERTON MOUNTAIN—CLAUDE KING (Columbia)
3. ADIOS AMIGO—JIM REEVES (RCA)
4. She Thinks I Still Care—George Jones (UA)
5. Misery Loves Company—Porter Wagoner (RCA)
6. Walk On By—Leroy Van Dyke (Mercury)
7. Mama Sang A Song—Bill Anderson (Decca)
8. Losing Your Love—Jim Reeves (RCA)
9. Everybody But Me—Ernest Ashworth (Hickory)
10. Crazy Wild Desire—Webb Pierce (Decca)
11. Crazy—Patsy Cline (Decca)
12. Lonesome Number One—Don Gibson (RCA)
13. Devil Woman—Marty Robbins— (Columbia)
14. She's Got You—Patsy Cline (Decca)
15. Charlie's Shoes—Billy Walker (Columbia)
16. Soft Rain—Ray Price (Columbia)
17. The Comeback—Faron Young (Capitol)
18. Big Bad John—Jimmy Dean (Columbia)
19. A Wound Time Can't Erase—Stonewall Jackson (Columbia)
20. Alla My Love—Webb Pierce (Decca)
21. Success—Loretta Lynn (Decca)
22. That's My Pa—Sheb Wooley (MGM)
23. Get A Little Dirt On Your Hands—Bill Anderson (Decca)
24. I'm Gonna Change Everything—Jim Reeves (RCA)
25. Nobody's Fool But Yours—Buck Owens (Capitol)
26. A Little Bitty Tear—Burl Ives (Decca)
27. A Little Heartache—Eddy Arnold (RCA)
28. Take Time—Webb Pierce (Decca)
29. I Can Mend Your Broken Heart—Don Gibson (RCA)
30. Tennessee Flat-Top Box—Johnny Cash (Columbia)
31. I've Been Everywhere—Hank Snow (RCA)
32. Walking The Streets—Webb Pierce (Decca)
33. Unloved, Unwanted—Kitty Wells (Decca)
34. Airmail To Heaven—Carl Smith (Columbia)
35. China Doll—George Hamilton IV (RCA)
36. Twenty Miles From Shore—Hawkshaw Hawkins (Columbia)
37. Cowtown—Webb Pierce (Decca)
38. The Comancheros—Claude King (Columbia)
39. Hello Out There—Carl Belew (RCA)
40. Pride—Ray Price (Columbia)
41. The Waltz You Saved For Me—Ferlin Husky (Capitol)
42. Save The Last Dance For Me—Buck Owens (Capitol)
43. Aching, Breaking Heart—George Jones (Mercury)
44. The Outsider—Bill Phillips (Columbia)
45. P.T. 109—Jimmy Dean (Columbia)
46. If You Don't Know I Ain't Gonna Tell You—George Hamilton IV (RCA)
47. Will Your Lawyer Talk To God—Kitty Wells (Decca)
48. If A Woman Answers—Leroy Van Dyke (Mercury)
49. Somebody Save Me—Ferlin Husky (Capitol)
50. Under The Influence Of Love—Buck Owens (Capitol)

## BEST NEWCOMERS (MALE VOC. C&W)

- |                     |                  |
|---------------------|------------------|
| 1. CLAUDE KING      | 4. Earl Scott    |
| 2. JOHNNY TILLOTSON | 5. Dave Dudley   |
| 3. WALTER BRENNAN   | 6. Orville Couch |

## BEST NEWCOMERS (FEMALE VOC. C&W)

- |                 |              |
|-----------------|--------------|
| 1. LORETTA LYNN | 2. JUDY LYNN |
|-----------------|--------------|

## BEST VOCAL GROUPS (C&W)

- |                                    |                                  |
|------------------------------------|----------------------------------|
| 1. Wilburn Brothers                | 4. Louvin Brothers               |
| 2. Flatt & Scruggs                 | 5. Rusty & Doug                  |
| 3. George Jones & Margie Singleton | 6. Johnny & Jack                 |
|                                    | 7. Shirley Collie & Warren Smith |

## BEST NEWCOMERS (VOCAL GROUPS C&W)

1. Johnny & Jonie Mosby

## BEST BANDS (C&W)

- |                  |                  |
|------------------|------------------|
| 1. Hank Thompson | 2. Leon McAuliff |
|------------------|------------------|





# COUNTRY TOP 50

	Pos. Last Week
1 THE BALLAD OF JED CLAMPETT <i>Lester Flatt &amp; Earl Scruggs (Columbia 42606)</i>	4
2 WALL TO WALL LOVE <i>Bob Gallion (Hickory 1181)</i>	1
3 MAMA SANG A SONG <i>Bill Anderson (Decca 31404)</i>	2
4 RUBY ANN <i>Marty Robbins (Columbia 42614)</i>	6
5 I'VE BEEN EVERYWHERE <i>Hank Snow (RCA Victor 8072)</i>	3
6 DON'T LET ME CROSS OVER <i>Carl Butler (Columbia 42593)</i>	7
7 DOWN BY THE RIVER <i>Faron Young (Capitol 4868)</i>	11
8 SING A LITTLE SONG OF HEARTACHE <i>Rose Maddox (Capitol 4845)</i>	5
9 DOES HE MEAN THAT MUCH TO YOU <i>Eddy Arnold (RCA 8102)</i>	10
10 BLACK CLOUD <i>Leroy Van Dyke (Mercury 72057)</i>	9
11 THE END OF THE WORLD <i>Skeeter Davis (RCA Victor 8098)</i>	15
12 A GIRL I USED TO KNOW <i>George Jones (United Artists 500)</i>	8
13 I'VE GOT THE WORLD BY THE TAIL <i>Claude King (Columbia 42630)</i>	22
14 IT WAS YOU <i>Ferlin Husky (Capitol 4853)</i>	12
15 I'M GONNA CHANGE EVERYTHING <i>Jim Reeves (RCA Victor 8080)</i>	13
16 HOUSE DOWN THE BLOCK <i>Buck Owens (Capitol 4872)</i>	21
17 SECOND HAND ROSE <i>Roy Drusky (Decca 31443)</i>	25
18 I'VE ENJOYED AS MUCH AS I CAN STAND <i>Porter Wagoner (RCA Victor 8105)</i>	19
19 A PAIN A PILL CAN'T LOCATE <i>Carl Smith (Columbia 42610)</i>	23
20 HOW COME YOUR DOG DON'T BITE NOBODY <i>Webb Pierce &amp; Mel Tillis (Decca 31445)</i>	29
21 WE MISSED YOU <i>Kitty Wells (Decca 31422)</i>	14
22 PRIDE <i>Roy Price (Columbia 42518)</i>	17
23 HELLO TROUBLE <i>Orville Couch (Vee Jay 470)</i>	24
24 I CAN'T HELP IT <i>Johnny Tillotson (Cadence 1432)</i>	20
25 I TAKE THE CHANCE <i>Ernest Ashworth (Hickory)</i>	30

	Pos. Last Week
26 THEN A TEAR FELL <i>Earl Scott (Kapp 854)</i>	18
27 FROM A JACK TO A KING <i>Ned Miller (Fabor 114)</i>	35
28 KICKIN' OUR HEARTS AROUND <i>Buck Owens (Capitol 4826)</i>	16
29 T FOR TEXAS <i>Grandpa Jones (Monument 801)</i>	48
30 MARY ANN REGRETS <i>Burl Ives (Decca 31433)</i>	26
31 COW TOWN <i>Webb Pierce (Decca 31421)</i>	28
32 GET SET FOR A HEARTACHE <i>Loretta Lynn (Decca 31435)</i>	40
33 BAYOU TALK <i>Jimmy Newman (Decca 31440)</i>	33
34 ANOTHER DAY, ANOTHER DOLLAR <i>Wynn Stewart (Challenge 9164)</i>	27
35 FADED LOVE <i>Leon McAuliff (Cimarron 4057)</i>	43
36 ANOTHER STRETCH OF TRACK <i>Dick Flood (Epic 9556)</i>	37
37 FOOL ME ONCE <i>Connie Hall (Decca 31438)</i>	45
38 MUST YOU THROW DIRT IN MY FACE <i>Louvin Bros. (Capitol 4822)</i>	31
39 TRITZEM YODEL <i>Grandpa Jones (Monument 801)</i>	38
40 SLEEPER CAB BLUES <i>Tom O'Neal (Starday 607)</i>	41
41 GONNA RAISE A RUCKUS TONIGHT <i>Jimmy Dean (Columbia 42600)</i>	44
42 KING OF THE BLUES <i>Ernest Ashworth (Hickory 1189)</i>	32
43 KNOCK AGAIN, TRUE LOVE <i>Claude Gray (Mercury 72063)</i>	—
44 DON'T GO NEAR THE INDIANS <i>Rex Allen (Mercury 71997)</i>	34
45 DON'T HANG UP THE PHONE <i>Stonewall Jackson (Columbia 42628)</i>	47
46 SO HOW COME (NO ONE LOVES ME) <i>Don Gibson (RCA Victor 8085)</i>	39
47 I CAN'T STOP (MY LOVIN' YOU) <i>Buck Owens (Capitol 4826)</i>	36
48 HE STANDS REAL TALL <i>Del Reeves (Decca 31417)</i>	49
49 A STRANGER WAS HERE <i>Darrell McCall (Philips 40079)</i>	—
50 BAD NEWS TRAVELS FAST <i>Hawkshaw Hawkins (King 5695)</i>	—



# COUNTRY ROUND UP

Charlie Williams of Cliffie Stone Associates sends along word that Hollywood will welcome 1963, country style, New Year's Day, with the first all-country show ever to play the Moulin Rouge in the heart of the city. Headlining the package will be Johnny Cash and the Tennessee Three, Hank Snow and his Rainbow Ranch Boys, Wanda Jackson, Bobby Bare,

amazing. A tremendous response in favor came by telephone, mail, and in-person visits. KFTV then announced the complete change to an all country format. Pee Wee Reid continues with his regular shows and the other deejays now spinning country wax exclusively are Roy Castleberry and Thomas Seay. Record service is welcome.



HANK SNOW



BILL MACK



PATSY CLINE

Lorrie Collins and Johnny Bond. Cliffie Stone will serve as emcee.

A Young fan of country music in Japan evidently believes Sheriff "Tex" Davis of WCMS-Norfolk is the manager of the entire city of Norfolk. When the personnel division of the city of Norfolk called WCMS recently, it was to tell them they had intercepted a letter which should have been sent to the station. The letter was from Shoick Okubo of Norfolk's sister city, Moji, Japan and addressed to William (Sheriff) "Tex" B. Davis, manager, city of Norfolk. He was interested in record information and having the Sheriff play some records for him. Needless to say, Davis was flabbergasted. He has no idea how the 17 year old Japanese who wrote to him will hear the records he requested but he will play 'em anyway.

Bill Mack, who until recently had a top-rated country deejay show on KENS-San Antonio but lost the spot when the station went "pop" under new management, has accepted the position of program director on KPCN-Dallas. Besides his duties as program director Mack will do a daily deejay show. He will also continue making personal appearances and recording on United Artists Records under the guidance of "Pappy" Daily in Houston with bookings handled by Jimmy Kline in San Antonio.

Smiley Monroe, who spins 'em on KTYM-Hollywood, sez that spinners interested in obtaining copies of his Toopa wax of "Bluegrass in Hollywood" can get decks pronto by writing to Slick Norris at P. O. Box 653, Highlands, Texas.

KFTV-Paris, Texas has made a complete swing to all country music. The outlet normally programmed two or three hours a day of country music with Pee Wee Reid. Under the new management of Jim Hendricks, they decided to run a 1 week test to determine whether a change to country music would be acceptable to the listeners. They announced a week of country music and the results were

Harvie June Van, Briar recording artist, is currently making her first tour of the southwestern states from her Nashville home base. Timing of the lark's tour is geared to the new seasonal interest in her Christmas standard, "Natividad." Harvie June will visit deejays in Oklahoma, Texas, New Mexico and Arizona and will return to the Music City in early January.

Hank Snow and the Rainbow Ranch Boys just finished thirty-two one-nighters through Texas, New Mexico, Arizona, California, Washington, Oregon and parts of Western Canada. Hank reports that this tour was one of the most successful tours in his fourteen years at the Grand Ole Opry. The Canadian crowds in Calgary, Edmonton, Winnipeg, Lethbridge, Regina and Yorktown were sell out crowds and the crew was forced to put on an extra show. On December 30 the gang will be playing in Davenport, Iowa at the Masonic Temple and on December 31 they will move to Los Angeles to play the Western Exhibition Building.

Chet Ward has started a new country music show on WTAQ-La Grange, Illinois, tagged "Chet's Country Kitchen." The show airs from 10:00 AM to 11:00 AM every Saturday.

Buddy Killen, executive veep of Tree Publishing Company, writes in that he has just signed Bill and Dottie West to exclusive writers contracts. Recently, they have had songs cut by Skeeter Davis, Jim Reeves and Archie Campbell. Dottie has just signed with RCA Victor with a release scheduled for the first of the year. Bill, aside from his song writing, plays steel guitar with various stars in Nashville. The two have just cut his first session for RCA Victor. His first release is being scheduled for the first of the year. Justin has written many songs and has had them recorded by most of the top country entertainers. Two of his most recent chart clicks were "Imagine That" by Patsy Cline and "Big Fool Of The Year" by George Jones.

## LONZO & OSCAR "CATFISH DINNER" NUGGET-2032

Now booking for 1963  
LONZO & OSCAR Comedy Team  
Personal Appearances  
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UL 9-5385 NUGGET RECORDS

DISTRIBUTORS, RACKERS, ONE STOPS,  
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## NUGGET RECORDS

Route #1 Goodlettsville, Tennessee

## ANOTHER SMASH HIT FOR

Ernest  
Ashworth  
I TAKE THE  
CHANCE

HICKORY 1189





# COUNTRY D.J. REGIONAL RECORD REPORTS

**CHUCK BROWN**  
WJWS  
South Hill, Va.

1. Knock Again, True Love (Claude Gray)
2. The Ballad of Jed Clampett (Flatt & Scruggs)
3. How Come Your Dog Don't Bite (Pierce & Tillis)
4. I've Got The World By The Tail (Claude King)
5. Pain A Pill Can't Locate (Carl Smith)
6. Second Hand Rose (Roy Drusky)
7. House Down The Block (Buck Owens)
8. Down By The River (Faron Young)
9. All Grown Up (Johnny Horton)
10. In This Very Same Room (George Hamilton IV)

**CHUCK DENNIS**  
WSAO  
Senatobia, Miss.

1. Sing A Little Song Of Heartache (Rose Maddox)
2. Don't Let Me Cross Over (Carl Butler)
3. He Stands Real Tall (Del Reeves)
4. Room For One More Heartache (Bud Crowder)
5. Mr. Heartache Move On (Coleman O'Neal)
6. Robert E. Lee (Ott Stephens)
7. Better Times A Coming (Ray Godfrey)
8. Fool Me Once (Connie Hall)
9. I'll Sign (Beverly Buff)
10. I Take The Chance (Ernest Ashworth)

**JOHNNY MATHIS**  
KREB  
Shreveport, La.

1. I've Got The World By The Tail (Claude King)
2. Hello Trouble (Orville Couch)
3. My Mom and Santa Claus (George Jones)
4. Bayou Talk (Jimmy C. Newman)
5. T for Texas (Grandpa Jones)
6. His & Hers (Tony Douglas)
7. Here Comes Trouble (Billie Jean Horton)
8. Devil's Deciple (Sonny Burns)
9. If You Want Me To (George Hamilton IV)
10. Knock Again True Love (Claude Gray)

**ROYCE BRITT**  
WLCN  
Laurinburg, N.C.

1. Mama Sang A Song (Bill Anderson)
2. We Missed You (Kitty Wells)
3. I've Been Everywhere (Hank Snow)
4. Ballad of Jed Clampett (Flatt & Scruggs)
5. Big Fool Of The Year (George Jones)
6. Cow Town (Webb Pierce)
7. Little Old Lovemaker (Wade Ray)
8. Does He Mean That Much (Eddy Arnold)
9. Kicking Our Hearts Around (Buck Owens)
10. Christmas Ain't Like Christmas (Kitty Wells)

**BENNY BLOOM**  
KREI  
Farmington, Mo.

1. Don't Let Me Cross Over (Carl Butler)
2. Sooner or Later (Webb Pierce)
3. Gonna Change Everything (Jim Reeves)
4. Sing A Little Song Of Heartache (Rose Maddox)
5. I've Been Everywhere (Hank Snow)
6. Sometimes You Just Can't Win (Smokey Stover)
7. Once More (Hank Locklin)
8. House Down The Block (Buck Owens)
9. Ballad Of Jed Clampett (Flatt & Scruggs)
10. Can't Hang Up The Phone (Stonewall Jackson)

**JACK RENO**  
KFLW  
Ft. Leonard Wood, Mo.

1. You're For Me (Buck Owens)
2. Tritzem Yodel (Grandpa Jones)
3. Faded Love (Leon McAuliffe)
4. The Ballad Of Jed Clampett (Flatt & Scruggs)
5. Second Hand Rose (Roy Drusky)
6. Ruby Ann (Marty Robbins)
7. Sing A Little Song Of Heartache (Rose Maddox)
8. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
9. Another Stretch of Track (Dick Flood)
10. Tennessee Teardrops (Marion Worth)

**BOB LUNINGHAM**  
KRZE  
Farmington, N. Mex.

1. Hello Trouble (Orville Couch)
2. Sing A Little Song Of Heartache (Rose Maddox)
3. I Can't Stop (Glenn Barber)
4. Well To Wall Love (Bob Gollion)
5. Temptations Calling (Bob Bennett)
6. A Stranger Was Here (Darrel McCall)
7. Cow Town/Sooner or Later (Webb Pierce)
8. Devil's Deciple (Sonny Burns)
9. The Way It Feels To Die (Vern Stewart)
10. I'd Rather Stumble Into Your Arms (Billy Deaton)

**MIKE MacNEIL**  
CHNS  
Halifax, N.S., Can.

1. We Missed You (Kitty Wells)
2. I've Been Everywhere (Hank Snow)
3. A Girl I Used To Know (George Jones)
4. The Ballad Of Jed Clampett (Lester Flatt & Earl Scruggs)
5. Mary Ann Regrets (Burl Ives)
6. Ruby Ann (Marty Robbins)
7. I'm Gonna Change Everything (Jim Reeves)
8. Cow Town (Webb Pierce)
9. Sing A Little Song Of Heartache (Rose Maddox)
10. It Was You (Ferlin Husky)



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



"IF I COULD COME BACK" (2:15) [Cedarwood BMI—Tillis, Peddy]

"SAWMILL" (2:21) [Cedarwood BMI—Whitley]

WEBB PIERCE (Decca 31451)

Webb Pierce, who is currently riding the charts with "Cow Town" and "How Come Your Dog Don't Bite Nobody" with Mel Tillis, should pull plenty of coin with this new Decca outing tagged "If I Could Come Back." The tune is an easy-goin' traditional chorus-backed ballad essayed with loads of sincerity by the vet. The coupler is a rousing, infectious dual-track ditty.

"ALL GROWN UP" (1:53) [Buna BMI—Hausey]

"I'M A ONE-WOMAN" MAN" (1:57)

[Cedarwood BMI—Horton, Franks]

JOHNNY HORTON (Columbia 42653)

The late vet country chanter has enough good things going for him in this new Columbia tagged "All Grown Up" to have a first-class coupler in no time flat. The tune is an infectious, fast-moving, raunchy chorus-backed item with a potent teen-angled beat. Eye it for rapid sales acceptance. The coupler, "I'm A One-Woman Man," is a commercial, shufflin' lament with a fancy guitar backing. Also merits a close look.

Decca's Patsy Cline and Burl Ives check in with a pair of platters that are destined to make that dual-mart, country-pop run. See Pop Reviews.

HYLO BROWN (Starday 613)

(B+) "THE PRISONER'S SONG"

(2:20) [Shapiro-Bernstein ASCAP—Massey] The vet hillbilly chanter displays all of his expected poise on this fast-moving tale of heartbreak. Side seems a natural for heavy airplay. Watch it.

(B) "TREASURES FROM THE PAST" (2:22) [Starday BMI—Foster, Redfern] Brown's wide-range talents are aptly suited to the bluegrass idiom on sentimental dual-track opus.

ROD BARTON (Rodeo Int'l 3156)

(B+) "COLD FEET" (2:15) [Banff BMI—Peters, Bruce] Rod Barton could jump into the national limelight with this rockin' contagious rhythmic happy blueser. The chanter's professional delivery coupled with some top-flight material give the deck a real good chance to score.

(B) "TOO YOUNG TO REALIZE" (2:20) [Banff BMI—Peters, Bruce] Listenable, pop-styled ballad with an impressive ork backing.

BILLY WESTERN (D 1239)

(B) "HIS AND HERS" (2:41) [Glad BMI—Couch, Jennings] The artist delivers a traditional opus about a couple which have drifted apart. Lively ork-chorus backing gives the deck excellent airplay possibilities.

(B) "WORN OUT WORDS" (2:35) [Glad BMI—Word] Medium-paced bluegrass-styled, warm-hearted romancer.

VON RAY (Reprise 20, 132)

(B) "CRY HIM FROM YOUR HEART" (2:15) [Ding Dong BMI—Miller] Here's a real nice commercial shuffle-beat lament essayed with sincerity and style by Von Ray. The tune boasts an effective danceable ork backing.

(B) "SOME'S GOT IT AND SOME AIN'T" (2:53) [Ding Dong BMI—Miller] More fine country sounds. This one's lively, rhythmic chorus-backed pop-styled item.

KENNY ROBERTS (Bethlehem 3052)

(B+) "CHEER UP" (2:05) [Lois-Tanne BMI—Specs, Long] Kenny Roberts unleashes his potent vocal talents full-blast on this rousing, hand-clappin' novelty ditty. With the proper exposure the side could develop into a chart item.

(B) "SING ME A HURTIN' SONG" (2:15) [Lois-Tanne BMI—Specs, Long] This side's a moving slow-paced shuffler all about the songster's admiration for Hank Williams.

NINA WRIGHT (Senator 717)

(B+) "BEFORE YOUR TIME" (2:15) [Yonah BMI—Anderson] Newcomer Nina Wright should attract a slew of spinners with this rousing, melodic pop-styled affair. Plenty of potential here.

(B) "WAITING FOR DADDY" (2:20) [McFadden BMI—Veale] This time out the lark offers a moving recitation which she sells with loads of country authority.

SUNNY LEE (Carroll 977)

(B) "JUDGE OF HEARTS" [Vokes BMI—Wallace] The lark dishes up a feelingful, slow-paced tradition-oriented country tearjerker. Side is sold with enough authority to grab plenty of spins.

(B) "I WON'T BE YOUR HONKY TONK QUEEN" [Vokes BMI—Wallace] Pleasing bluegrass-flavored ballad with some real pretty lyrics.

BILL CLIFTON (Starday 608)

(B) "THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE" (2:25) [Bob Miller ASCAP—Roberts, Darnell] Bill Clifton teams up with the Dixie Mountain Boys on this infectious flag-waving opus about the benefits of the U.S. Clifton gives the side a top-flight send-off.

(B) "SINKING OF THE MAINE" (2:34) [Starday BMI—Clifton, Clayton] On this end the chanter delivers an interesting folk-flavored ditty about a famous battleship.

# COUNTRY MUSIC ASSOCIATION, INC.

## MEMBERSHIP APPLICATION

### PURPOSES AND AIMS

The Country Music Association is a non-profit trade association for the purpose of fostering, publicizing and promoting the growth of and interest in country music.

To make the public, especially the advertising industry, more cognizant of the commercial value of Country Music as an advertising means.

To secure increased programming time devoted to Country Music on both the network and local level in radio and television.

To promote Country Music in its entirety, with no selfish motives; to encourage the highest ethics throughout the industry; and to ensure that Country Music retains its individuality.

Country Music, as a type of entertainment, has enjoyed outstanding success for more than a quarter of a century as a tried and proven means of reaching the masses. The Country Music Association proposes to make advertisers and broadcasters aware of this fact.

### WHO IS ELIGIBLE?

There are nine categories of CMA memberships on an individual basis, and they are: ARTIST-MUSICIAN, MANAGER, BOOKERS, PROMOTER, ETC., COMPOSER, DISK JOCKEY, PUBLISHER, RADIO-TV PERSONNEL, RECORD COMPANY PERSONNEL, TRADE PUBLICATION PERSONNEL, NON-AFFILIATED. The Non-Affiliated category covers a wide range—performance, society personnel, attorneys, record shop personnel, etc., and fans. Those who seek

benefit from the popularity of Country Music should devote some time and energy to expand the popularity of Country Music.

### MEMBERSHIP AND DUES

There are, at present, two types of membership—Organizational and Individual. The Organizational membership dues are based on the annual gross receipts of the business, on a sliding scale. The Individual membership dues are \$10.00 per year—due on the first day of the month one year following the month in which one joins.

### ADDITIONAL INFORMATION

The Country Music Association is not a static organization, but an active group which will continue to gather momentum and present a solid front. All monies taken into the CMA Treasury, above operating expenses will be used to promote the commercial possibilities of Country Music on a world-wide scale for the ultimate benefit of all those associated with the industry. The office secretary is the only paid employee. (All Officers and Directors give their time and bear their own traveling expenses.) Every great industry has an organization working toward the recognition of its growth and importance. This Association is dedicated to preserving the heritage and promoting the great potential of Country Music.

The CMA office will be happy to answer any inquiries.

APPLICATION-BLANK COUPON

## COUNTRY MUSIC ASSOCIATION, INC.

610 EXCHANGE BUILDING, NASHVILLE 3, TENNESSEE AL 4-6640

I hereby apply for membership in the Country Music Association as one desirous of promoting and furthering the growth and popularity of Country Music.

Name \_\_\_\_\_

Address \_\_\_\_\_

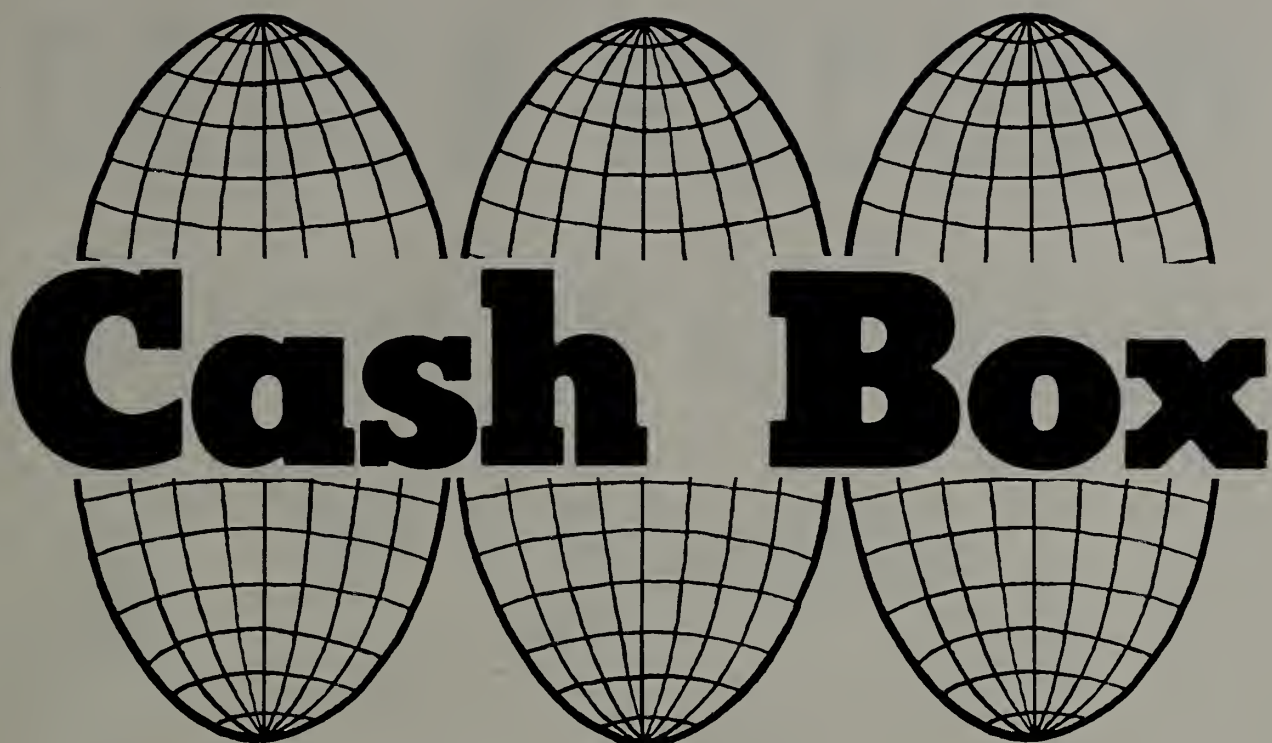
Name of Business \_\_\_\_\_

Business Address \_\_\_\_\_

Category \_\_\_\_\_ Individual \$10.00 Organizational \$ \_\_\_\_\_

I have enclosed  check  money order for \_\_\_\_\_





# Cash Box

**ANNUAL**

*World Wide*

**YEAR END ISSUE**

**1962**

**INTERNATIONAL SECTION**



# TRENDS—1962

In 1959, conscious of the speeding up of communications in an ever shrinking world, Cash Box with commendable foresight, expanded its activities on the continent of Europe. Realizing the possibilities that lay ahead for the international exchange of territorial rights to tunes and recordings, we introduced the international section and the international charts. A glance at the Cash Box Top 100 today fully justifies our move and it is an acknowledged fact that Cash Box has played no small part in bringing about the closer American-European relationship which exists today. Although American readers of the magazine will be as familiar with the international record charts as are other countries with the Top 100, it might be interesting, at the end of 1962, to have a look at the current trend in European charts.

America continues to influence the world charts although possibly to a lesser extent than two or three years ago. One of the most noticeable influences today is the growing popularity of country and western style music. In 1959 this type of music was regarded as a specialist type of product only followed by the enthusiastic few who, like the early jazz enthusiasts, eagerly sought the limited number of country and western records by American artistes released in England. That the following for country and western music has increased enormously in the past few years and is now commercially acceptable is due in no small measure to the influence of such American artistes as Elvis Presley, The Everly Brothers, Jim Reeves and, of course, Ray Charles—all of whom, during the past year, have featured in the charts of practically every European country. In England today it is not only possible to find country material by American artistes but British singers, too, have

followed the trend and discovered a natural instinct for it. This year's most striking example has been Frank Ifield who topped the British charts with his million seller "I Remember You" which, although not strictly country & western had a distinct country flavour. This was followed by "Lovesick Blues." Ray Charles climbed to the top with "I Can't Stop Loving You." Karl Denver made a great impact with "Wimoweh"—the English version of "The Lion Sleeps Tonight." And a British group The Springfields with their first U.S. release also favoured country music. American influence has also made itself felt in the European charts this year with 'The Twist' and now, as we go to press, the Bossa Nova seems to be the talking point.

Another notable change in trend has been the upsurge of traditional jazz—known to us as trad—a music midway between New Orleans and Dixieland. British exponents Kenny Ball and Mr. Acker Bilk have successfully popularised this type of music not only in England and the continent but in America too. The extent of their American success can be gauged by the results of the Cash Box 1962 Poll from which both Ball and Bilk emerged victorious—Acker Bilk being voted "The Best Instrumentalist of the Year" with "Stranger On The Shore" the "No. 2 Song of the Year" while Kenny Ball claimed third place in the "Leading Orchestras of 1962" section. Both these artistes achieved Top 100 chart honours during the year—Mr. Acker Bilk reaching the coveted No. 1 position with Kenny Ball right behind in the No. 2 spot with "Midnight In Moscow." Country and Western and trad are very good examples of the international exchange of artistes and material. The entry into the transatlantic charts of modernist Dave Brubeck first with "Take Five" and later with "Unsquare Dance" set an-

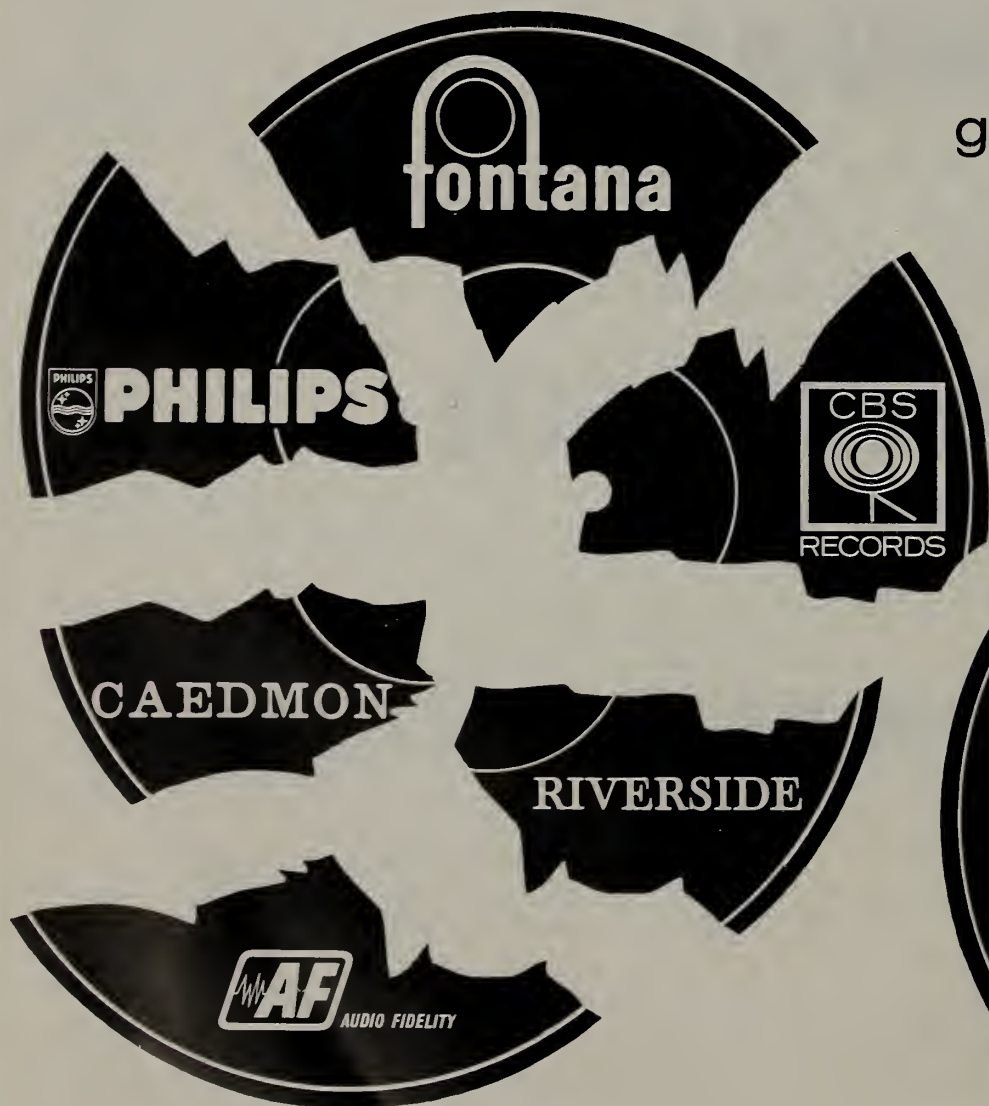
other trend which, a few years ago, would have been remarkable indeed.

An analysis of the British charts over the past two or three years reveals not only a steady increase in the amount of British material entering the Top Twenty, but of British artistes gaining chart status with cover versions of American originals. For instance Frankie Vaughan with "Tower Of Strength" (Gene McDaniels); Billy Fury with "Halfway To Paradise" (Tony Orlando); Craig Douglas "A Hundred Pounds Of Clay" (Gene McDaniels); Mark Wynter "Venus In Blue Jeans" (Jimmy Clanton) Ronnie Carroll "Roses Are Red" (Bobby Vinton) and Susan Maugham "Bobby's Girl" (Marcie Blaine). This growing chart predominance can be substantiated by the fact that in 1959 17 Silver Disks were awarded for British sales exceeding a quarter million, 8 of these went to British artistes and 9 to American. In 1960 out of a total of 34 Silver Disks 16 went to Britain, 1 to the continent and 17 to America. However, in 1961 out of a total of 36 Silver Disks Britain claimed 22 as opposed to America's 14. This year so far (November) Britain maintains the lead and out of 25 Silver Disks issued 14 are British and 11 American bringing the total since the award was inaugurated in 1959 to 60 British, 51 American and 1 Continental. Chart statistics further corroborate this trend. Accounting for this one must take into consideration the emergence over the past few years of a wealth of local talent, writers and composers as well as several young and imaginative A & R men—all of whom have played their part in furthering British prestige at home and abroad.

Nowadays the fact that a number climbs high in the American charts is no guarantee that it will meet with the same success on the other side of the Atlantic. A few examples can be found in "Duke Of Earl," "Soldier Boy," "Mashed Potato Time," "The

Stripper" and more recently "Green Onions" which although rated very high in America failed to make any impact in Britain. With this in mind it is understandable that many publishers in England and on the continent consider that the advances asked for American hits are out of all proportion to their European potential, particularly as with sheet music sales at rock bottom a publisher relies mainly on record royalties and performance fees. Also when one considers that the performance fee received for a British copyright is twice that of an American number and that 50% of the fee for an American composition goes to the State side publisher it is easy to understand why British publishers seek suitable material on their own doorstep. Recent European manufacturers and publishers have been much appreciated by Cash Box lead editorials on this subject.

Crossing the channel for a closer look at the continental charts we find that in most cases the percentage of American and British copyrights is greater than that of local material. However, here again, statistics show that there is an increasing trend, in many of these countries, to favour records by local artistes and those of neighbouring European countries. Undoubtedly, the language problem has something to do with it. However, it is interesting to note that, except for Presley who seems to get to No. 1 with anything, anywhere in any language, and is an international law unto himself, it is possible for first class artistes from both America and Britain to achieve spectacular sales with 'national language' disks. The best example of this must surely be Connie Francis—a truly international star guaranteed to sell in large quantities in every territory. Connie is also one of the few artistes who fully appreciates not only the importance, but the necessity, of making personal and TV appearances wherever and whenever possible. Her efforts do not go (Continued on page Int'l 10)



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## EMI

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## BIOGRAPHIES OF ARTISTS

### CLIFF RICHARD—COLUMBIA (EMI)

At 22 Cliff retains the crown as Britain's top male star with a kingdom extending throughout the continent of Europe. Since his first disk "Move It" entered the Top Ten in 1958 he has continued to dominate the British charts. This year he claimed his second Gold Disk for the million selling "The Young Ones"—the first was for his own composition "Livin' Doll." His total of Silver Disks for records selling over a quarter million now stands at 13. Having just completed tours of America and Australia he leaves for South Africa in the New Year. Current single "The Next Time" backed with "Bachelor Boy" both from his latest film "Summer Holiday" to be premiered in January. Recording Manager: Norrie Paramor. Personal Manager: Peter Gormley. Press Representative: Les Perrin. Agent: The Grade Organization.

### THE SHADOWS—COLUMBIA (EMI)

The Shadows continue their dual career as Cliff's backing group and Britain's top instrumentalists. First discovered at London's 2 1's coffee bar in 1958 the group has since won a Gold Disk for their million selling "Apache" and a total of 5 Silver Disks. During 1962 the group has topped the singles, L.P.s and E.P. charts, their biggest single being "Wanderful Land." Current release "Dance On." Recording Manager: Norrie Paramor. Personal Manager: Peter Gormley. Agent: The Grade Organization.

### FRANK IFIELD—COLUMBIA (EMI)

Born Coventry, England in 1937. In 1946 went with his parents to their native Australia where he entered show business to become a top line entertainer. Returned to England in 1959 seeking international fame and fortune. This he found in 1962 just three years after signing a recording contract with EMI. Success came overnight with his million selling single "I Remember You" followed by a second chart entry "Lovesick Blues." Recording Manager: Norrie Paramor. Personal Manager: Peter Gormley. Agent: The Grade Organization.

### HELEN SHAPIRO—COLUMBIA (EMI)

For Helen Shapiro voted "Most Promising Newcomer of 1961" on the strength of three successive hits "Please Don't Treat Me Like A Child," "Walking Back To Happiness" and "You Don't Know" while still a 15-year old schoolgirl, 1962 has been a year of challenge. Her two biggest hits "Tell Me What He Said" and "Little Miss Lonely" although they entered the Top Ten failed to reach No. 1. Much of 1962 has been spent making personal appearances in Great Britain and the continent with visits to America, Canada and Australia. Her itinerary for 1963 includes tours of Israel and South Africa. Latest release "Keep Away From Other Girls." Recording Manager: Norrie Paramor. Personal Manager: Alan Paramor. Agent: General Artists Ltd.

### RUSS CONWAY—COLUMBIA (EMI)

Pianist Russ Conway and composer Trevor Stanford are one and the same person—both successful. Their combined efforts have resulted in a string of chart entries for Russ as a recording star while Stanford has achieved similar success for many other stars. Conway's biggest sellers have been "Slide Saddle," "Roulette," "China Tea" and more recently "Toy Balloons." In front of the TV cameras his disarming personality has established him as a firm favorite. Recording Manager: Norman Newell. Agent: Nee Gay Artists Ltd.

### MR. ACKER BILK—COLUMBIA (EMI)

Mr. Acker Bilk was born in Somerset, the son of a church organist. Music was in his blood. Took to the clarinet while serving in the British army overseas. Back in civilian street as a blacksmith Acker soon dropped the hammer and again took up the clarinet. Formed his own group, The Paramount Jazz Band in 1958 and made his first recording for independent producer Denis Preston of Record Supervision. Together they have marched to international fame and fortune with Bilk's own composition "Stranger On The Shore"—the million selling Gold Disk destined to top the transatlantic charts and to make Mr. Acker Bilk "Best Instrumentalist of 1962" in America. Recording Manager: Denis Preston. Manager: David Bilk. Agent: Lyn Dutton Agency.

### MATT MONRO—PARLOPHONE (EMI)

A true Londoner Matt Monro was born within the sound of Bow Bells. His recording career started in 1956 with a contract for Decca. After the release of his first disk "Everybody Falls In Love With Someone" he gave up his job as a bus driver for London Transport. But success was not forthcoming. His luck turned in 1960 with a take-off of Sinatra for Peter Sella's L.P. "Songs For Swinging Sellers." This led to a contract with Parlophone and the Best Song of 1961 "Portrait Of My Love" followed by "My Kind Of Girl," "Softly As I Leave You" and his current release "My Love And Devotion." Recently appeared in cabaret at New York's Round Table. Recording Manager: George Martin. Manager: Don Black.

### THE TORNADOS—DECCA

Britain's latest instrumental group The Tornados waxed their first disk for Independent producer Joe Meek early in 1962. Meek, who also discovered them was responsible for "Telstar" with which the group rocketed into the world charts overnight eventually becoming one of the biggest transatlantic hits of the year. Recording Manager: Joe Meek. Personal Managers: Joe Meek and Larry Parnes.

### SHIRLEY BASSEY—COLUMBIA (EMI)

Born in Tiger Bay, Cardiff in 1937 Shirley Bassey entered show business at the age of 16. Diskwise, except for "What Now My Love" the past 12 months have not been as successful as 1961 when she entered the charts with "As Long As He Needs Me" and "You'll Never Know." However, in the field of cabaret Miss Bassey further enhanced her reputation with triumphant seasons at London's Talk Of The Town and New York's Perslan Room. Recording Manager: Norman Newell. Agent: Jack Jacobsen.



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Greetings  
and  
Best Wishes  
from

# FRANKIE "HERCULES" VAUGHAN

## FRANKIE VAUGHAN—PHILIPS

Born in Liverpool, England, Frankie Vaughan at 34 is an international star of show business in all its aspects. A dynamic performer on stage Frankie, in private life, remains one of the nicest guys in the business. A staunch supporter of the youth movement royalties of many of his hit records have been donated to The National Association of Boys Clubs. Best selling disks of 1962 include his own composition "Don't Stop Twist" and "Hercules." After a successful season of cabaret at London's Talk Of The Town he is currently in pantomime at The London Palladium. Recording Manager: Johnnie Franz. Personal Manager: Paul Cave. Agent: Bernard Delfont.

## BILLY FURY—DECCA

From ordinary seaman on a Merseyside tug boat to top recording star has been a dream come true for Lancashire barn Ronald Wicherley, alias teenage idol Billy Fury. In 1959 he cut his first disk "Maybe Tomorrow"—his own composition. In 1960 he rocketed to fame via ITV's best show "Wham." In 1961 entered the charts with "Halfway To Paradise" and "I'd Never Find Another You." Biggest single in 1962 has been "Last Night Was Made For Love" while his E.P. "Play It Cool" from the film of the same name has topped the E.P. charts for many weeks. During the year visited America with Personal Manager Larry Parnes. Recording Manager: Dick Rowe. Personal Manager: Larry Parnes.

## JOE BROWN—DECCA

Bred, but not born, in London Joe Brown spent his childhood in the East End where he lived in a pub owned by his aunt. On leaving school he became a fireman with British Railways. An amateur singer until 1959 his first professional break came with the TV series "Boy Meets Girl." First recording contract with Decca took him into the charts with "Jellied Eels." Biggest hits since joining Pye in 1961 "What A Crazy World" and "A Picture Of You" which reached No. 1 position and earned him a Silver Disk. Recording Manager: Roy Harricks. Agent: George Cooper Organization.

## MARK WYNTER—PYE

19-year old Mark Wynter was discovered singing in a dance hall in 1959 by Manager Roy Mockender. A recording contract with Decca followed in 1960 and the release of his first disk "Image Of A Girl." In September this year Mark switched labels and signed with Pye Records and immediately hit the jackpot with "Venus In Blue Jeans." Recently completed a tour of Australia and a return visit in 1963 is planned. Current release "Go Away Little Girl." Recording Manager: Alan Freeman. Personal Manager: Roy Mockender. Agent: Talent Artists Ltd.

## KENNY BALL—PYE

Kenny Ball formed his jazz band in December 1958. They made their TV debut in the BBC's "New Faces" in March 1959 and subsequently toured the continent playing jazz clubs. A recording contract with Pye Records brought their first big hit "Somontho" in 1961. Many others followed in the next twelve months, culminating in their biggest smash of all—the transatlantic hit "Midnight In Moscow" which sold over a million copies, and won a Gold Disk. During the year Kenny Ball's Jazz Men have made two visits to the States as well as touring Australia and New Zealand. Future plans include return visits to America and The Far East as well as the continent. Recording Manager: Alan Freeman. Agent: Cana Variety Agency.

## KARL DENVER TRIO—DECCA

The Karl Denver Trio—all born in Manchester—were discovered by TV producer Jack Good who used them in his "Wham" show in 1960. Signed a recording contract with Decca Records in 1961 when their first disk "Marcheta" crashed the charts. This set the trend for future issues—five disks—five hits. Latest release "Pastures Of Plenty." Future plans include a variety tour of Australia and New Zealand. Recording Managers: Jack Good/Peter Atwood. Personal Manager: Peter Summerfield.

## ANDY STEWART—HMV

Andy Stewart born in Scotland 28 years ago began his career as a straight actor studying at Glasgow College of Drama in 1954. Joined the Robert Wilson Company as a singer in March 1960 and was signed to a three-year contract by Leslie A. Macdaniell, Boss of Mass Empire Circuit. His HMV recording of "A Scottish Soldier" became a world hit and earned him a Silver Disk—the first Scottish artist to achieve such a distinction. Latest release "The Lads Of Bonnie Scotland." Future plans include a world tour in June 1963. Recording Manager: Wally Ridley. Personal Manager: Peter Campbell. Agent: Fasters Agency.

## ERIC DELANEY—PARLOPHONE

Was top session drummer up to 1954 when he formed his own band. Has enjoyed considerable success including "Musician Of The Year," "Europe's Top Drummer" and "Britain's Second Top Band." Has toured Europe and in 1963 will visit Italy and Germany and negotiations are under way for him to appear in Sweden and America in the autumn. Recording Manager: George Martin. Personal Manager: Derek Baulton.

## ADAM FAITH—PARLOPHONE (EMI)

Adam Faith born in Acton, London, June 23rd 1940. Discovered by Jack Good in London's 2 1/2's coffee bar in 1958. First break BBC TV show "6.5. Special." Happy meeting with M. D. Jahn Barry led to a recording contract with E.M.I. and a string of hits, all with Bary backings, including "What Do You Want," "Poor Me," "Lonely Pup" and "Someone Else's Baby." Has won 4 Silver Disks. Adam has appeared in several musical films and made his debut as a straight actor in "Mix Me A Person." Recently toured Australia and New Zealand. Current release: "Baby Take A Bow." Recording Manager: John Burgess. Personal Manager: Evelyn Taylor. Agent: Maurice Press.



# MARK WYNTER

PYE RECORDING ARTISTE

Personal Manager:  
Ray Mackender  
The Studio  
63, Great Cumberland Place, W.1.

Agent:  
Ian Bevan  
Talent Artists Ltd.  
13, Bruton Street, London, W.1.

American Representative:  
Bill Downs  
410 West 115th Street  
New York, N.Y., U.S.A.

January: Pantomime — England  
February: Television — Australia  
March: Television — Radio — U.S.A.

## ANNE SHELTON—PHILIPS

Entered show business in 1941 at the tender age of 13 as a singer with the Ambrose Band. Made her first solo recording in 1942 "Fools Rush In" for Decca, followed by such hits as "Galway Bay" and "Be Mine." Switched to EMI and the HMV label in 1952 with "Arriverderci Roma." Two years later moved to her present company Philips to tap the charts in 1956 with "Lay Down Your Arms." Recent hits include "Sailor." Talent, integrity and a warm personality have earned for Anne Shelton the esteem and affection of both public and fellow artists alike. Latest disk: "Tell Me Again In The Morning." Recording Manager: Johnnie Franz. Personal Manager: David Reid. Agent: Bernard Delfont.

## LONNIE DONEGAN—PYE

Born in Glasgow in 1931 Lannie bought his first guitar at the age of 17 playing as jazz guitarist with various groups. After the war formed his own skiffle group and signed a recording contract with Pye immediately becoming a chart entrant. Made his variety debut in America in 1956. In 1960 recorded "My Old Man's A Dustman" which became an international hit earning him a Gold Disk and a million sales. This was followed by another transatlantic hit "Daes Your Chewing Gum." Recently returned from cabaret at The Village Gate, Greenwich Village and a visit to Australia. Has his own TV series "Putting On The Danegans." Latest single "The Market Song"; latest L.P. "Hallelujah." Recording Manager: Alan Freeman. Personal Manager: Cyril Berlin.

## PETULA CLARK—PYE

British born Petula Clark has studied music all her life. She has been a star since 1939 when at the age of 7 she made her first public appearance. An experienced performer of stage, screen and radio Pet signed a recording contract with Pye in 1955. Her first major hit was "Sailor" in 1961 and this year's biggest sellers have been "My Friend The Sea" and her continental smash "Ya Ya Twist." Married to Frenchman Claud Wolff who is also her Manager. They now live in Paris and this year (1962) Pet triumphantly tapped the bill at the Olympia Music Hall. Recording Manager: Alan Freeman. Personal Manager: Claud Wolff. Agent: The Grade Organization.

## THE SPRINGFIELDS—PHILIPS

Britain's top vocal group leaped into prominence with "Bambina" just a year ago. Virtually 'prophets without honor' in their own country the group have, during the past twelve months, enjoyed considerable success in America, entering the Cash Box charts with "Silver Threads And Golden Needles" and "Dear Hearts And Gentle People." In December they flew to Nashville to record an L.P. Recording Manager: Jack Baverstack. Manager and Agent: Emyln Griffiths.

## BRITISH ARTISTES WHOSE DISKS ENTERED THE TOP TEN BUT DID NOT REACH TOP THREE POSITIONS

ARTISTE	TITLE	LABEL	PUBLISHER
SHIRLEY BASSEY	WHAT NOW MY LOVE	COLUMBIA	BLOSSOM
BERNARD CRIBBINS	RIGHT SAID FRED	PARLOPHONE	NOEL GAY
	A HOLE IN THE GROUND	PARLOPHONE	NOEL GAY
KARL DENVER	WIMOWEH	DECCA	ESSEX
CRAIG DOUGLAS	WHEN MY LITTLE GIRL IS SMILING	TOP RANK	ALDON
	OUR FAVOURITE MELODIES	COLUMBIA	ROOSEVELT
ADAM FAITH	DON'T THAT BEAT ALL	PARLOPHONE	DOWNBEAT
	AS YOU LIKE IT	PARLOPHONE	DOWNBEAT
BILLY FURY	LAST NIGHT WAS MADE FOR LOVE	DECCA	GOOD
	ONCE UPON A DREAM	DECCA	FILMUSIC
ROLF HARRIS	SUN ARISE	COLUMBIA	ARDMORE & BEECHWOOD
	WHEN MY LITTLE GIRL IS SMILING	PYE	ALDON
JIMMY JUSTICE	AIN'T THAT FUNNY	PYE	ESSEX
	THEME FROM Z CARS	PICCADILLY	ESSEX
JOHNNY KEATING	I DON'T KNOW WHY	DECCA	FRANCIS DAY & HUNTER
EDEN KANE			SHERWIN
CLIFF RICHARD	DO YOU WANT TO DANCE	COLUMBIA	ARDMORE & BEECHWOOD
HELEN SHAPIRO	TELL ME WHAT HE SAID	COLUMBIA	LORNA MILLS
	LITTLE MISS LONELY	COLUMBIA	LEEDS
THE SHADOWS	GUITAR TANGO	COLUMBIA	
DANNY WILLIAMS	WONDERFUL WORLD OF THE YOUNG	H.M.V.	
MARK WYNTER	VENUS IN BLUE JEANS	PYE	ALDON



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RICHARD**



**FRANK  
IFIELD**



**THE  
SHADOWS**

*HAPPY  
XMAS*

*HAPPY  
NEW  
YEAR*

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ALL OVER THE WORLD!**

**P.S.** Special thanks for all the support we received on our recent tours in the United States from our new friends in radio, tv, and films.





*My  
Thanks  
To You  
All!*

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AND HIS JAZZ MEN

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*Russ Conway*

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Photo "FAYER"

A MERRY CHRISTMAS  
and  
A GUID NEW YEAR  
from  
"BONNIE SCOTLAND"  
and

# ANDY STEWART

H.M.V.  
ENGLAND

CAPITOL  
U.S.A.

## BRITISH ARTISTS AND THEIR AGENTS

(INCLUDING PERSONAL MANAGERS)

(For addresses see separate AGENTS List)

### ARTISTES

THE ALLISONS  
MICKY ASHMAN  
AVONS, THE

BALL, KENNY, JAZZMEN  
BARNET, BARRY  
BARRY, JOHN, SEVEN  
BASSEY, SHIRLEY  
BERRY, MIKE  
BEVERLEY SISTERS  
BILK, ACKER  
BLACKWELL, CHARLES  
BRENNON, ROSE  
BROOK BROTHERS  
BROWN, JOE  
BRUCE, TOMMY  
BUXTON, SHEILA  
BARRONS, THE

CARMITA  
CARR, PEARL  
CARROLL, RONNIE  
CARSON, JEANNIE  
CASTLE, ROY  
CHARLESWORTH, DICK &  
CITY GENTS  
CLARK, PETULA  
CLYDE VALLEY STOMPERS  
COGAN, ALMA  
CONRAD, JESS  
COX, MICHAEL  
CONWAY, BUSS  
COTTON, BILLY  
COLYER, KEN  
CRAWFORD, JIMMY  
CROMBIE, TONY

DALLAS BOYS, THE  
DAUPHIN STREET SIX  
DANKWORTH, JOHNNY  
DELANEY, ERIC  
DENVER, KARL, TRIO  
DELMAR, ELAINE  
DONEGAN, LONNIE  
DORS, DIANA  
DOUGLAS, CRAIG  
DAY, COLIN  
DALE SISTERS

EAGER, VINCE  
EARL, ROBERT  
ELLINGTON, RAY

FAITH, ADAM  
FARNON, ROBERT  
FLEEREKERS, FABULOUS, THE  
FORD, EMILE  
FOX, DON  
FORTUNE, LANCE  
FURY, BILLY

GRAZINA  
GREGORY, JOHNNY  
GREGORY, IAIN  
GRETTON, LARRY

HARRIS, ANITA  
HARRIS, JET  
HOCKRIDGE, EDMUND  
HONEYES, THE  
HUGHES, DAVID

IFIELD, FRANK

JACKSON, SIMEONE  
JAFFA, MAX  
JOHNSON, BRYAN  
JOHNSON, TEDDY  
JUSTICE, JIMMY  
JAY, PETER, AND THE  
JAYWALKERS

KANE, EDEN  
KIDD, JOHNNIE  
KAYES, SISTERS, THE  
KEATING, JOHNNY  
KING, DAVID  
KING BROTHERS  
KIRBY, KATHY  
KESTRELS, THE  
KNIGHT, PETER, ORCHESTRA  
KINSEY, TONY

LANG, DON  
LAINE, CLEO  
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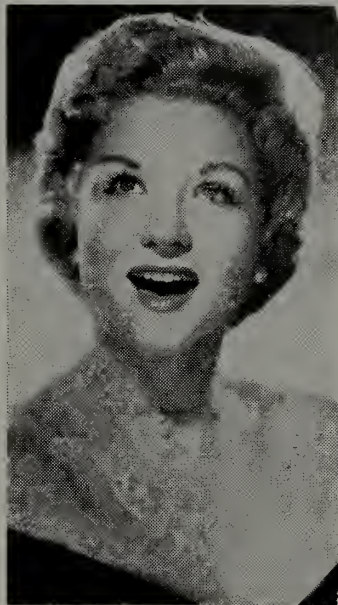
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A PICTURE OF YOU	JOE BROWN	PYE 'GOLDEN GUINEA'
ANOTHER BLACK & WHITE MINSTREL SHOW	THE GEORGE MITCHELL CHOIR	H.M.V.
BLUE HAWAII	ELVIS PRESLEY	R.C.A.
IT'S TRAD DAD	SOUNDTRACK	COLUMBIA
OUT OF THE SHADOWS	THE SHADOWS	COLUMBIA
ON STAGE WITH THE BLACK & WHITE MINSTRELS	THE GEORGE MITCHELL CHOIR	H.M.V.
POT LUCK	ELVIS PRESLEY	R.C.A.
SOUTH PACIFIC	SOUNDTRACK	R.C.A.
THE BLACK AND WHITE MINSTREL SHOW	THE GEORGE MITCHELL CHOIR	H.M.V.
THE SHADOWS	THE SHADOWS	COLUMBIA
TOPS WITH ME	HELEN SHAPIRO	COLUMBIA
THE GOLDEN AGE OF DONEGAN	LONNIE DONEGAN	PYE 'GOLDEN GUINEA'
THE BEST OF BALL, BARBER & BILK	{KENNY BALL CHRIS BARBER ACKER BILK	PYE 'GOLDEN GUINEA'
WEST SIDE STORY	SOUNDTRACK	CBS
THE YOUNG ONES	CLIFF RICHARD	COLUMBIA
32 MINUTES 17 SECONDS WITH CLIFF RICHARDS	CLIFF RICHARD	COLUMBIA

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## TRENDS—1962

(Continued from page Int'l 2)

unnoticed by European manufacturers. If only American and British artistes would accept the relatively low fees that the smaller countries are able to offer for TV shows and concerts, the resultant boost to record sales and the royalties derived therefrom, would not only adequately compensate them, but enhance their international reputation. It is a relatively easy matter for a star visiting London to take in a continental date at the same time with very little inconvenience. Only by being seen as well as heard can English speaking artistes hope to combat the increasing competition of local talent. Maybe Telstar will be the answer but meantime it is the star and not the satellite that should go into orbit! As a result of personal appearances in Europe during the past 12 months British artistes, such as Cliff Richard, The Shadows, and Helen Shapiro, as our export figures show, have not only greatly increased their record sales but have become consistent chart entrants in many territories. Both these artistes have recorded in foreign languages. At practically any time during the past year both Cliff Richard and Elvis Presley have featured in the best selling charts of Great Britain, Belgium, Holland, Italy, Germany, Sweden, Denmark, Norway and Finland. A point worth remembering by manufacturers and artistes when planning recordings in 'national languages' is the advisability of employing the assistance of a local A&R man, whose expert knowledge of a country's peculiarities of speech and rhythm, may make all the difference between an eventual hit or miss.

Some artistes who record in foreign languages eventually become even more famous abroad than in their own country. For instance America's Gus Backus, now firmly established in Germany and Britain's Petula Clark, who is a regular charter not only in England but in France where she now lives, and many other European countries. The business of 'national language' disks can, and does, work both ways. During the year, for example, Petula Clark made the British charts with "Ya Ya Twist" in French. Although it had been a hit in France her record company did not intend to re-release it in England but after she sang it on a TV show—and again note the importance of TV exposure—public demand forced the release. Parallel with this in Italy one of that country's top teenage stars, Pepino de Capri recorded "Let's Twist Again" in English and succeeded in notching up enormous sales at the expense of Chubby Checker's original. Italy and Germany are the two countries on the continent of Europe most actively engaged in promoting local talent and material. Italy probably because English is not widely spoken and Germany because, although they speak our language to a greater or lesser degree, they do not altogether share our musical tastes. However, Germany is a major European record market thriving and progressive and offering a great sales potential for English speaking artistes prepared to record in their language. Success is harder to come by in Italy where the charts are heavily loaded in favour of local talent. Here again the regular exceptions to the rule are Connie Francis, Elvis Presley and Cliff Richard and in recent weeks Paul Anka, Neil Sedaka and Pat Boone have made the grade. Scandinavia, too, had a noticeable success in the U.S. this year with "Alley Cat" by Bent Fabric.

At the time of Cash Box' entry into the European territories in 1959 both Italy and Germany were starting to make their mark in the Stateside charts with tunes like "Morgen" by Ivo Robic for Germany; "Ciao Ciao Bambina" and "Volare" from Italy and have since contributed further successes notably with "Sailor" by Lolita—a German copyright; while Italy has succeeded with "Al di la" the winning song from the San Remo Festival of two years ago. The Scandinavian bloc is very pro-American both for repertoire and artistes as the charts of Denmark, Norway, Sweden

and, to a lesser degree, Finland, bear witness. Local artistes such as Lill Babs, Anita Lindblom, Siv Malmquist from Sweden and Nora Brockstedt, Jan Hoiland and The Monkeys from Norway although consistent in the charts of their own countries and occasionally in neighbouring territories, make little or no impression in America or England. Again a notable exception this year has been The Spotnicks who sold well in Britain with "Orange Blossom Special."

As would be expected the Benelux countries, Holland and Belgium being multi-lingual are still very much influenced by America and both are hungry for personal visits by American and British artistes. This summer Paul Anka received a tumultuous welcome in Brussels including a police and motor cycle escort! Although it doesn't affect the charts religious and choral have a very good market in both these territories.

The charts of France are more difficult to assess as this is almost solely an EP territory with singles confined to juke boxes. However, it is largely a case of Vive la France and local artistes enjoy a large percentage of the chart ratings. Although Britain's Petula Clark is currently enjoying a major triumph both on dish and at the Olympia Music Hall in Paris.

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(Continued from page Int'l 9)

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(Continued on page Int'l 11)



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TITLE	ARTISTE	LABEL	PUBLISHER
A PICTURE OF YOU	JOE BROWN	PICCADILLY	MICHAEL REINE
A HOLE IN THE GROUND	BERNARD CRIBBINS	PARLOPHONE	NOEL GAY
AN ENGLISH COUNTRY GARDEN	JIMMY RODGERS	COLUMBIA	NOVELLO
AS YOU LIKE IT	ADAM FAITH	PARLOPHONE	DOWNBEAT
COME OUTSIDE	MIKE SARNE	PARLOPHONE	MONIQUE
CAN'T HELP FALLING IN LOVE	ELVIS PRESLEY	R.C.A.	MANOR
GOOD LUCK CHARM	ELVIS PRESLEY	R.C.A.	BELINDA
HEY BABY	BRUCE CHANNEL	MERCURY	PETER MAURICE
I REMEMBER YOU	FRANK IFIELD	COLUMBIA	FAMOUS-CHAPPELL
I'M LOOKING OUT THE WINDOW	CLIFF RICHARD	COLUMBIA	CHAPPELL
I CAN'T STOP LOVING YOU	RAY CHARLES	H.M.V.	ACUFF-ROSE
IT MIGHT AS WELL RAIN	CAROL KING	LONDON	ALDON
UNTIL SEPTEMBER			
LET THERE BE LOVE	NAT KING COLE	CAPITOL	CHAPPELL
LOVE LETTERS	KETTY LESTER	LONDON	FAMOUS-CHAPPELL
LOVESICK BLUES	FRANK IFIELD	PARLOPHONE	LAWRENCE WRIGHT
			CHAPPELL
MARCH OF THE SIAMESE CHILDREN	KENNY BALL	PYE	
RIGHT SAID FRED	BERNARD CRIBBINS	PARLOPHONE	NOEL GAY
SEALED WITH A KISS	BRIAN HYLAND	H.M.V.	FAMOUS-CHAPPELL
			HILL & RANGE
SHE'S NOT YOU	ELVIS PRESLEY	R.C.A.	ROBBINS
SOFTLY AS I LEAVE YOU	MATT MONRO	PARLOPHONE	MACMELODIES-BUDD
SPEEDY GONZALES	PAT BOONE	LONDON	PETER MAURICE
			SHERWIN
SPEAK TO ME PRETTY	BRENDA LEE	BRUNSWICK	IVY
STRANGER ON THE SHORE	ACKER BILK	COLUMBIA	ARDMORE & BEECHWOOD
TELSTAR	THE TORNADOS	DECCA	BURTON
TELL ME WHAT HE SAID	HELEN SHAPIRO	COLUMBIA	KAGS
			LEEDS
THINGS	BOBBY DARIN	LONDON	ALDON
TWISTIN' THE NIGHT AWAY	SAM COOKE	R.C.A.	
VACATION	CONNIE FRANCIS	M.G.M.	
WHEN MY LITTLE GIRL IS SMILING	JIMMY JUSTICE	PYE	
WONDERFUL LAND	THE SHADOWS	COLUMBIA	FRANCIS DAY & HUNTER
			ROBBINS
YES, MY DARLING DAUGHTER	EYDIE GORME	CBC	

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TITLE	ARTISTE	LABEL
BY A SLEEPY LAGOON	KARL DENVER	DECCA
DREAM	CLIFF RICHARD	COLUMBIA
FOLLOW THAT DREAM	ELVIS PRESLEY	R.C.A.
HITS FROM THE YOUNG ONES	CLIFF RICHARD	COLUMBIA
HELEN'S HIT PARADE	HELEN SHAPIRO	COLUMBIA
HELEN	HELEN SHAPIRO	COLUMBIA
KID GALAHAD	ELVIS PRESLEY	R.C.A.
KING OF TWIST	CHUBBY CHECKER	COLUMBIA
PLAY IT COOL	BILLY FURY	DECCA
SOME PEOPLE	SOUNDTRACK	PYE
SPOTLIGHT ON THE SHADOWS	THE SHADOWS	COLUMBIA
THE BOYS	THE SHADOWS	COLUMBIA
THE SHADOWS	THE SHADOWS	COLUMBIA
THE SHADOWS TO THE FORE	THE SHADOWS	COLUMBIA
FOUR HITS AND A MISTER	ACKER BILK	COLUMBIA

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# BRITAIN'S Top TV and RADIO Shows Offering Artist Exposure

## "SUNDAY NIGHT AT THE LONDON PALLADIUM (Television)

Frequency:	Weekly
Duration:	1 Hour
Average Viewing Figure:	17,000,000
Producer:	Albert Locke
Company:	Associated Television
Address:	ATV House, Great Cumberland Place, London, W.1.

Britain's No. 1 tele-variety show "Sunday Night At The London Palladium" this year notched up its 200th performance. The man behind the show—Val Parnell—was for many years boss of the world's most famous Variety House from which the show takes its name. He later moved to TV becoming Managing Director of ATV, a post he only recently relinquished.

In 1955 with TV rapidly gaining ground and more and more 'live' theaters closing down, Val Parnell preserved his link with variety and the living theater by presenting his first "Sunday Night At The London Palladium" for ATV. Now, five years later, with a weekly audience of 17,000,000 the show is firmly established as one of the world's top television showcases, recognized by artists, agents and managers as a No. 1 plug for the latest pop recordings—Britain's equivalent of The Ed Sullivan Show. Reckoning the life of a pop single as three score days and ten at most, the immediate and overnight impact of a personal appearance on "Sunday Night At The London Palladium" both on the public and record sales alike cannot be overestimated.

A popular feature of each program is the 'Beat The Clock' competition. To date over £18,000 has been given away in jackpot prizes. Over 150 artists and technicians are involved in each transmission with production costs running at £8,000 or £150 a minute. The list of British, American and Continental artists who have appeared in the show since it first reached the screens in September 1955 reads like a glittering "Who's Who Of International Show Business." The following stars have topped the bill during the past year: Larry Adler, Kenny Ball's Jazzmen, Shirley Bassey, Acker Bilk's Paramount Jazzband, Pat Boone, Dave Brubeck Quartet, Max Bygraves, Roy Castle, Xavier Cugat and Abbe Lane, Billy Daniels, Jimmy Dean, Ferrante & Teicher, Ella Fitzgerald, Buddy Greco, Johnny Hallyday, Eartha Kitt, Brenda Lee, Carmen McRae, Dorothy Provine, Cliff Richard, Bobby Rydell, Neil Sedaka, The Shadows, Frankie Vaughan.

## "JUKE BOX JURY"

Frequency:	(Television) Weekly
Duration:	30 Minutes
Average Viewing Figure:	13,000,000
Producer:	Neville Wortman
Resident Compere:	David Jacobs
Company:	BBC
Address:	Television Centre, Wood Lane, London, W.12.

Latest releases are judged each week by a panel of show business personalities. International artists who have appeared during the past year include Nina and Frederik, Johnny Mathis, Nelson Riddle, Bobby Vee, Neil Sedaka, etc. First transmission June 1, 1959.

## "TONIGHT"

Frequency:	(Television) Nightly
Duration:	40 Minutes
Average Viewing Figure:	8,750,000
Editor:	Anthony Jay
Resident Comperes:	Cliff Michelmore, Derek Hart
Company:	BBC
Address:	Television Centre, Wood Lane, London, W.12.

## "THANK YOUR LUCKY STARS"

Frequency:	(Television) Weekly
Duration:	40 Minutes
Average Viewing Figure:	15,000,000
Director:	Philip Jones
Resident Compere:	Brian Matthew
Company:	ABC-TV
Address:	Broom Road, Teddington, Middlesex.

Recently voted Top TV Show of 1962 "Thank Your Lucky Stars" features the top pops from the record world and includes a 10 minute "Spin A Disc" section made up of a panel of three teenagers and a guest disk jockey. First program was transmitted on April 1, 1961. International stars who have appeared during the past year include: Pat Boone, Bobby Vee, Petula Clark, Freddy Cannon, Dion, Chubby Checker, etc.

## "THE BILLY COTTON BAND SHOW" (Television)

Frequency:	Fortnightly
Duration:	45 Minutes
Average Viewing Figure:	13,000,000
Producer:	Johnnie Stewart
Resident Compere:	Billy Cotton
Company:	BBC
Address:	Television Centre, Wood Lane, London, W.12.

A variety-type band show. International artists featured during the past year include Cliff Richard, Bob Hope, Stubby Kaye, etc.

## "EASY BEAT"

Frequency:	(Radio) Weekly
Duration:	One Hour
Average Listening Figure:	7,750,000
Producer:	Ron Belchier
Resident Compere:	Brian Matthew
Company:	BBC
Address:	Broadcasting House, Portland Place, London, W.1.

A pop record show transmitted every Sunday morning. International artists appearing over past year include Bobby Vee, Karl Denver, Chubby Checker, Johnny Tillotson, etc.

(Continued on page Int'l 13)



## BRITISH COPYRIGHTS WHICH BROKE INTO THE CASH BOX TOP 100 DURING 1962

TITLE	BRITISH PUBLISHER	AMERICAN PUBLISHER	ARTISTE	BRITISH LABEL	AMERICAN LABEL
MY BOOMERANG WON'T COME BACK	KASSNER	PICCADILLY BMI	CHARLIE DRAKE	PARLOPHONE	UNITED ARTISTS
MIDNIGHT IN MOSCOW	TYLER	MELODY TRAILS BMI	KENNY BALL	PYE	KAPP
STRANGER ON THE SHORE	SHERWIN	MELLIN BMI	ACKER BILK	COLUMBIA	ATCO
GREEN LEAVES OF SUMMER	ROBBINS	FEIST	KENNY BALL	PYE	KAPP
WHAT KIND OF FOOL AM I	ESSEX	LUDLOW BMI	ANTHONY NEWLEY	DECCA	LONDON
SOFTLY AS I LEAVE YOU	ROBBINS	MILLER ASCAP	MATT MONRO	PARLOPHONE	LIBERTY
TELSTAR	IVY	CAMPBELL CONNELLY	THE TORNADOS	DECCA	LONDON

## Britain's Top TV and Radio Shows

(Continued from page Int'l 12)

### "SATURDAY CLUB"

Frequency:  
Duration:  
Average Listening Figure:  
Producer:  
Resident Compere:  
Company:  
Address:

(Radio)  
Weekly  
Two Hours  
8,750,000  
Jim Grant  
Brian Matthew  
BBC  
Broadcasting House,  
Portland Place, London, W.1.

A pop music show which during the past twelve months has featured many international stars including Paul Anka, Johnny Mathis, Helen Shapiro, Bobby Vee, Chubby Checker, Johnny Tillotson, etc. First transmission October 4, 1958.

## BRITAIN—1962

### JANUARY

Philips Records (London) renewed their contract with American Columbia. Pye Records acquired U.K. distribution for the American Chancellor label. Sy Waronker, (Chairman) and Al Bennett (President) Liberty Records visited E.M.I. to lay plans for the launching of the Liberty label in U.K. Saga Records stepped up production of tape recordings and acquired American Concert-Disc, Audiophile and French Pretoria catalogues. Philips and Fontana launched new low priced B.I.G. series of pop and classical LPs from the Vanguard catalogue. Decca A&R team headed by Dick Rowe visited America. Cliff Richard hit No. 1 slot with "The Young Ones." Neil

Sedaka in charts with "Happy Birthday Sweet Sixteen" made British TV debut on "Sunday Night At The London Palladium." Pat Boone returned to British charts with "Johnny Will." Decca Exploitation Chief Bob Crabb appointed Personal Assistant to W. Townsley and Tony Hall took over exploitation. Mr. Acker Bilk and Kenny Ball won Silver Disks for "Stranger On The Shore" and "Midnight In Moscow"—this was the beginning.

### FEBRUARY

E.M.I. launched the Liberty label in the U.K. Decca Records introduced Phase 4 into this country. Oriole Records launched 'new look' policy and

acquired American Time catalogue for British distribution. EMI Chairman Sir Joseph Lockwood made annual trip to New York and Hollywood. "The Twist" by Chubby Checker entered British charts and set the trend for 1962. Bobby Vee, Tony Orlando, Clarence Frogman Henry arrived for nation wide tour. Melodisc took over the U.K. release of the Tikva Jewish catalogue. Jimmy Dean made British TV debut. British artists Kenny Ball and Charlie Drake entered Cash Box Top 100 with "Midnight In Moscow" and "My Boomerang Won't Come Back." Luxury nitery Bal Tabarin embarked on its short and inglorious career. Bill Ward, General Manager of Lawrence Wright celebrated 45 years with the firm. Chappells opened subsidiary company Michele Music headed by Eddie Rogers. Ronnie Carroll won British heat for Eurovision Song Contest with "Ring A Ding Girl" for Philips. The G.R.R.A. held first major convention well supported by record companies ignored by its members.

### MARCH

Philips Records took over distribution of Interdisc's American lines. Leslie Gould, Managing Director Philips Records to New York and Australia. Philharmonic Records completed two way distribution deal with Boston Records America. American musical "Do Re Mi" folded after only five months. Cliff Richard voted "Show Business Personality of 1961" by The Variety Club of Great Britain. Intro-

duction of Britain's Answer to "The Twist"—"The Method" which proved to be the wrong one. Paul Anka on promotional tour following label switch to R.C.A. The Four Freshmen and Jeri Southern arrived for sell-out tour of Great Britain. "West Side Story" film opened in London. Sound-track on CBS Britain's best selling LP. Helen Shapiro cut first disk in German for Electrola. Joe Roncoroni dissolved partnership with John Fields Music and opened own pubbery Mistletoe Music. Brenda Lee made her first British tour.

### APRIL

With the budget came purchase tax cuts in disks from 55% to 45%. Decca Records renewed their contract with Dot to release the product here on London label. Stanley Black (Decca) won Gold Disk for combined record sales exceeding 1½ million. The Tornados cut their first disk "Love and Fury" for independent producer Joe Meek—not yet in orbit! Nina and Frederik, Johnny Burnette, Gene McDaniels, U.S. Bonds all made nation wide tours. Ivor Novello award to Cliff Richard and The Shadows for "outstanding services to British Music." The five-month old strike between the actors' Equity and ITV settled resulting in higher fees for actors. Cliff Richard wins Gold Disk for million selling "The Young Ones." Decca Records introduced London-Globe label for material acquired from overseas other than U.S.A. VIP's during the month included Dario Soria, Vice President RCA Victor; Peter Baumberger, Vice President RCA International, Bob Weiss, International Director Warner Bros., conductor Herbert von Karajan and Mercury A & R Director Shelby Singleton.

### MAY

Major event of the month the launching by Philips of the CBS label in the U.K. Philips acquired exclusive foreign rights to Garner-Octave disks and Garner himself made British tour. (Continued on page Int'l 14)



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## ENGLAND'S TOP HITS OF 1962 SINGLES

(Based on reaching Top 3 positions in the Best Seller Lists over past 12 months)

TITLE	ARTISTE	LABEL	PUBLISHER
A PICTURE OF YOU	JOE BROWN	PICCADILLY	MICHAEL REINE
BOBBY'S GIRL	SUSAN MAUGHAN	PHILIPS	KASSNER
CAN'T HELP FALLING IN LOVE	ELVIS PRESLEY	R.C.A.	MANOR
COME OUTSIDE	MIKE SARNE	PARLOPHONE	SOUTHERN
DREAM BABY	ROY ORBISON	LONDON	COMBINE
FORGET ME NOT	EDEN KANE	DECCA	ESSEX
GOOD LUCK CHARM	ELVIS PRESLEY	R.C.A.	BELINDA
HEY BABY	BRUCE CHANNEL	MERCURY	PETER MAURICE
HEY LITTLE GIRL	DEL SHANNON	LONDON	VICKI
I'D NEVER FIND ANOTHER YOU	BILLY FURY	DECCA	NEVINS KIRSHNER
I'M LOOKING OUT THE WINDOW	CLIFF RICHARD	COLUMBIA	CHAPPELL
I CAN'T STOP LOVING YOU	RAY CHARLES	H.M.V.	ACUFF-ROSE
I REMEMBER YOU	FRANK IFIELD	COLUMBIA	FAMOUS-CHAPPELL
IT'LL BE ME	CLIFF RICHARD	COLUMBIA	ABERBACH
IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	CAROL KING	LONDON	ALDON
LET'S DANCE	CHRIS MONTEZ	LONDON	MORRIS
LET THERE BE DRUMS	SANDY NELSON	LONDON	COMMODORE- IMPERIAL
LET'S TWIST AGAIN	CHUBBY CHECKER	COLUMBIA	ABERBACH
LOCOMOTION	LITTLE EVA	LONDON	ALDON
LOVESICK BLUES	FRANK IFIELD	COLUMBIA	LAWRENCE WRIGHT
MARCH OF THE SIAMESE CHILDREN	KENNY BALL	PYE	WILLIAMSON
MOON RIVER	DANNY WILLIAMS	H.M.V.	CHAPPELL
NUT ROCKER	B. BUMBLE	TOP RANK	ARDMORE & BEECHWOOD
ROSES ARE RED	RONNIE CARROLL	PHILIPS	LEEDS
ROCK A HULA BABY	ELVIS PRESLEY	R.C.A.	BELINDA
SPEEDY GONZALES	PAT BOONE	LONDON	MACMELODIES- BUDD
SHE'S NOT YOU	ELVIS PRESLEY	R.C.A.	HILL & RANGE
SHEILA	TOMMY ROE	H.M.V.	MELLIIN
STRANGER ON THE SHORE	ACKER BILK	COLUMBIA	SHERWIN
SPEAK TO ME PRETTY	BRENDA LEE	BRUNSWICK	PETER MAURICE
SWISS MAID	DEL SHANNON	LONDON	BURLINGTON
TELSTAR	THE TORNADOS	DECCA	IVY
TELL ME WHAT HE SAID	HELEN SHAPIRO	COLUMBIA	ARDMORE & BEECHWOOD
THINGS	ROBBY DARIN	LONDON	BURTON
THE YOUNG ONES	CLIFF RICHARD	COLUMBIA	HARMS WHITMARK
WONDERFUL LAND	THE SHADOWS	COLUMBIA	FRANCIS DAY & HUNTER

## BRITAIN—1962

(Continued from page Int'l 12)

Mr. Acker Bilk reached No. 1 in America and won Gold Disk for million selling "Stranger On The Shore." Gold Disk, too, for Kenny Ball and "Midnight In Moscow." Kenny also made cabaret debut in Chicago. British tour by Louis Armstrong. E.M.I. contracted to manufacture and sell Epic and Okeh disks in U.K. on Columbia label. Sidney Frey arrived to close Audio Fidelity London office after a three-year struggle. E.M.I. announced demise of Top Rank label. Two new musicals opened in London Lionel Bart's "Blitz" and stage version of "Black And White Minstrel Show"—both smash hits. Ember Records International launched new low-priced Celebrity series. Esquire Records renewed long term contract with Prestige Records U.S.A. Lee Pincus opened Ambassador Music. VIP's for the month included Harvey Schein, Nat Shapiro, Schuyler G. Chapin (all of CBS); Lloyd Dunn (Capitol); Bob Myers (Angel); Bernard Ness (RCA Espanola); Micky Kapp (Kapp) and Bonnie Bourne (Bourne Music).

### JUNE

E.M.I. Records entered 3¼ i.p.s. tape market with tapes from original masters of best selling hits. First Riverside releases appeared on Fontana label. Mike Sarne crashed charts with disk debut "Come Outside" (Parlophone). With "Stranger On The Shore" topping the American charts The Lansdowne Jazz Series, inaugurated by Denis Preston of Record Supervision and marketed by EMI on Columbia label, celebrated its third anniversary. Visitors from Nashville, Tennessee included Wesley Rose, Fred Foster, John D. Loudermilk and Roy Orbison. Bruce Channel followed British chart entry "Hey Baby" with a four-week tour. Count Basie and Dorothy Provine both made their British TV debut. Aral Records issued first single. Nelson Riddle arrived to accompany Shirley Bassey on nation wide tour. Melodisc launched rhythm and blues labels Chek and Dice. London premiere of Noel Coward's "Sail Away" starring Elaine Stritch. CBS entered British charts with Eydie Gorme's "Yes, My Darling Daughter."

Frank Sinatra gave a series of charity concerts and cut an LP. "Great Songs From Great Britain" with orchestra and arrangements by Robert Farnon. EMI launched new Stateside label for pop, country & western and rhythm & blues material of independent American origin.

### JULY

July saw the first direct transatlantic TV transmission via Telstar—inspiration for The Tornados disk later to top the British charts and climb the American Top 100. Britain got the green light for colour television and two new channels—BBC and Commercial. Leomark celebrated first anniversary of New English Bible New Testament recordings. Frank Ifield entered charts with "I Remember You"—destined to become Britain's most sensational vocal hit of 1962. C. H. Thomas, Director of EMI Ltd. and former Managing Director of EMI Records retired after 30 years with the company.

### AUGUST

As always the quietest month of the year with the industry and public on vacation. Pye Records celebrated third anniversary of Golden Guinea low-priced LPs and took over exclusive British rights to the Elektra catalogue. Louis Benjamin appointed Director of Pye Records. American TV tycoon Ed Sullivan visited Britain on a talent spotting spree. Ember Records International marked its second anniversary by three new LP series. The United Artists catalogue, previously issued on the HMV label, released on own label. Warner Bros. introduced new Stereo Workshop Series. First country & western release by new company Longhorn Records England. Philips host large scale sales conference to introduce autumn product.

### SEPTEMBER

E.M.I. introduce 'Living Bible' recordings of readings from Old Testament by Sir Laurence Olivier on the HMV label. In a deal with Decca Records Bunny Lewis of Ritz Records became first indie producer to get own logo on disks issued by major company. E.M.I. A & R Manager Norrie

(Continued on page Int'l 15)



## BEST SELLING SHEET MUSIC OVER THE PAST YEAR

TITLE	PUBLISHER
A PICTURE OF YOU	MICHAEL REINE
BOBBY'S GIRL	KASSNER
CAN'T HELP FALLING IN LOVE	MANOR
COME OUTSIDE	MONIQUE
GINNY COME LATELY	SPANKA
GOOD LUCK CHARM	BELINDA
GUITAR TANGO	MILLS
HAPPY BIRTHDAY SWEET SIXTEEN	ALDON
I REMEMBER YOU	FAMOUS-CHAPPELL
I CAN'T STOP LOVING YOU	ACUFF-ROSE
I'M LOOKING OUT THE WINDOW	CHAPPELL
IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	ALDON
LET'S DANCE	MORRIS
LET'S TWIST AGAIN	WEST ONE
MOON RIVER	FAMOUS-CHAPPELL
NUT ROCKER	ARDMORE & BEECHWOOD
PIANISSIMO	PETER MAURICE
RAMBLIN' ROSE	COMET
ROSES ARE RED	LEEDS
STRANGER ON THE SHORE	SHERWIN
SHE'S NOT YOU	HILL & RANGE
SPEEDY GONZALES	MACMELODIES/BUDD
TELSTAR	IVY
TOWER OF STRENGTH	FAMOUS-CHAPPELL
TOY BALLOONS	JEWEL
THE TWIST	LOIS
THE YOUNG ONES	HARMS-WHITMARK
THINGS	BURTON
VENUS IN BLUE JEANS	ALDON
WONDERFUL LAND	FRANCIS DAY & HUNTER
WHEN MY LITTLE GIRL IS SMILING	ALDON
WONDERFUL WORLD OF THE YOUNG	LEEDS
THE GREEN LEAVES OF SUMMER	ROBBINS

## BRITAIN—1962

(Continued from page Int'l 14)  
Paramor took off on a six-week round-the-world-promotion tour. EMI in association with property owner Charles Clore bought The Princess Theatre. First production planned for 1963 American musical "How To Succeed . . ." Jerry Thomas, International Sales Director of Liberty Records made his first visit to Europe. The Springfields entered the American charts with "Silver Threads And Golden Needles." Good Music absorbed into new company Baton Holdings headed by Jack Heath and Woolf Phillips. Oriole Records acquired British rights to three American labels Tamla, Motown and Gordy. Del Shannon made British tour. Mark Wynter entered charts with first disk for Pye "Venus In Blue Jeans." Mantovani cancelled 7th Annual American tour to enter hospital for major operation. Surprise change of license by Cameo-Parkway from EMI to Pye. Saga Records opened new studios as part of expansion campaign.

### OCTOBER

Pickwick International (Great Britain) Ltd. off shoot for Pickwick International Inc. America launched in this country. Directed by Monty Lewis the label issues low-priced LPs. Transatlantic Records entered commercial field with "Songs Of Love, Lust and Loose Living" LP. Thompson, Diamond & Butcher ceased to operate as record wholesalers but continue to distribute electrical goods manufactured by the Rank Organization. Don Everly collapses on eve of British tour but brother Phil carries on alone. Composer-M.D. Tony Osborne quits EMI after four years for Decca. Decca launch R.C.A. Victrola, extension of R.C.A. Victor label devoted to low priced classical recordings. Pye Records remove to larger premises at ATV House. United Nations announced plans for an all-star LP to aid world refugees to be released in February 1963. Associated Recordings who, earlier this year launched the ARC Record Club, went into liquidation. Two Pye artists signed to American labels Jimmy Jus-

tice to Kapp and The Countrymen to Laurie. Val Parnell resigned as Managing Director of ATV succeeded by Deputy Lew Garde.

### NOVEMBER

E.M.I. Records followed by other manufacturers increased prices of records from 6/7½d (92¢) to 6/11d (97¢). Delyse Records celebrated eighth anniversary. Pye signed long term contract with Nippon Columbia for the Pye catalogue in Japan. Publishers Francis Day & Hunter celebrated 85th anniversary. Frank Ifield returned to the top of the Hit Parade with "Lovesick Blues." Major British manufacturers announced non-participation in International Disk Festival planned by Brighton Corporation in 1963. Verve Records, previously issued on MGM, appeared on own mark. The Bossa Nova shows signs of catching on in Britain. Johnny Mathis arrived for second British tour. BBC celebrated its 40th year of broadcasting. Dave Brubeck made a s.r.o. British tour.

### DECEMBER

With the first week of the month came bad weather and the worst fog for ten years bringing record sales to a standstill. Leaving the fog and Britain were The Springfields for recording in Nashville, Tennessee; Lionel Bart and agent Jock Jacobsen for the British opening of "Oliver"; Shirley Bassey for a return cabaret stint at the Persian Room, New York; and Morris Levy, Managing Director of Oriole Records for business trip to New York and Canada. Arrivals included composers Ernest Gold and Sy Coleman; Johnny Tillotson and manager Mel Shane; Publishers Julian Aberbach of the Belinda group and Leon Brettler and Al Gallico of Shapiro Bernstein. Philips took over distribution of Audio Fidelity in the U.K. Frank Ifield won Gold Disk for million selling "I Remember You." Central Record Distributors went into liquidation. Keith Prowse took over distribution of British jazz labels "Seventy Seven" and "Folklore."



# GREAT BRITAIN

The Eurovision Song Contest of 1963 is to be staged in Britain. BBC TV will play host to the 15 European nations who will be taking part in the contest on March 23rd. This will

be the second time the BBC has undertaken this role. The last time being in 1960 when the event was held at the Royal Festival Hall. Next year's contest will take place in the BBC TV (Continued on page Int'l 16)

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GREAT BRITAIN

(Continued from page Int'l 15)  
Centre—the first time the Eurovision finals have ever been held in a television studio. At a preliminary conference held in London recently, attended by representatives of all participating countries, lots were drawn to decide the order in which the songs will be performed. The results were (1) United Kingdom, (2) Holland, (3) Germany, (4) Austria, (5) Norway, (6) Italy, (7) Finland, (8) Denmark, (9) Yugoslavia, (10) Switzerland, (11) France, (12) Spain, (13) Sweden, (14) Belgium, (15) Monaco, (16) Luxembourg. It is hoped that this early draw, inaugurated by common consent, will cut down the delay in rehearsals which will be spread over three days including day of transmission. This means that countries drawn in the latter positions need not be present for the entire three days.

There has been a major change of plan concerning the method of selecting Britain's entry for the Eurovision Contest. The practice adopted last

year whereby major record companies submitted recordings for selection has been abandoned. Instead the BBC has commissioned seven top composers—Hal Shaper, Leslie Bricusse, Jerry Lordan, Johnny Worth, Norman Newell, Tommie Connor—Jimmy Kennedy—to submit six songs by January 7th. The BBC will then invite artists to sing them in "A Song For Europe" on February 23 when a jury of viewers all over the country will decide which song is to represent Britain on March 23. "A Song For Europe" will be introduced by top DJ David Jacobs who also be the British commentator for the Finals which will be introduced by TV personality Catherine Boyle. At the Eurovision Finals juries of competing countries will vote for all songs except their own country.

Singer Matt Monro just back from a 20,000 mile journey to Hong Kong to appear in "Operation Santa Claus"—a charity concert in aid of the poor children of that city. It was in Hong Kong, as a soldier during the war, that Matt won a talent contest which led him to radio appearances and his ultimate singing career. His latest single is "My Love And Devotion" on Parlophone.

In a recent issue we credited the soundtrack LP of "Gypsy" to CBS. This should have read the Original Broadway Cast LP starring Ethel Merman. The soundtrack LP featuring Natalie Wood, Rosalind Russell and Karl Malden is on Warner Bros.

Joe Loss, currently riding high with "Must Be Madison," recently took a night off from the Hammersmith Palais where they have a £250,000 five-year contract. For the fourth year running Joe Loss and the boys went along to Buckingham Palace to supply the music for the annual staff ball attended by H.M. The Queen and The Duke of Edinburgh.

Radio Luxembourg New Year plans include a new series "Meet Chubby Checker" in which the twist king will personally introduce his own disks.

Stanley West, co-ordinator of European operations, CBS Records, has opened an international office at 14, Avenue Hoche, Paris 8, France.

"Mr. Acker Bilk's Christmas Band Show" opens a four-week season of matinees at London's Prince of Wales Theatre on December 22. Bilk, in partnership with brother David and film producer Jacques de Lane Lea has formed a new production company, Pensford Productions. Their first venture is a full length feature film starring Acker Bilk and His Paramount Jazz Band which goes into production in April.

More top stars have been signed to appear in ABC's TV show "Thank Your Lucky Stars" early in the New Year. Billy Fury, Jet Harris, Tony Mehan, Rolf Harris and The Springfields (January 5), Joe Brown, Brian Hyland, Danny Williams and The Eric Delaney Band (February 2) and Helen Shapiro (February 9).

Cliff Richard and The Shadows top the bill in the first 1963 production of Val Parnell's "Sunday Night At The London Palladium" on January 6.

Jess Conrad switches label from Decca to EMI's Columbia and will cut his first disk for A&R Manager Norman Newell early in the New Year.

Joe Pasternak, producer of MGM's "Jumbo," flew in for the gala premiere on December 19th at the New Empire Theatre, Leicester Square.

Impresario Vic Lewis negotiating for a third tour by Johnny Mathis in 1963.

The first three LP's from the World Pacific catalog to be released by Philips on the Fontana Pacific Jazz label are out—"Great Jazz Standards," The Gill Evans Orchestra; "You Better Believe It," Gerald Wilson and "Les McCann in New York."

Congratulations to The Tornados, who just received a gold disk for their million selling transatlantic hit "Telstar." Presentation was made to the group by Billy Fury when the boys appeared on ABC's TV show "Thank Your Lucky Stars."

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## FRANCE—1962

1962 produced many events of all kinds that makes us think about the Bondy Forest, which is the equivalent to the English Sherwood Forest in the old days, as more than an institution of virtue, when we speak of music and records. However, there is a matter of high importance that has just come to light, which has started to modify geography re: disks in France, and in Europe in général. It's the application of marché commun (common Market or Open Market), whereby custom barriers have been dropped, and exchanges greatly facilitated. There's been big industry concentration as well. The first event to date is the agreement concluded, on a big world scale, it seems, between Philips and Deutsche Gramophone. The general lines of this accord is that the most important firm in each country of this group will help the other and direct same. Just like the big and older brother taking the hand of his little brother and guiding him in his first steps. But this does not stop generally the little brother from stumbling, and hurting himself. However we cannot minimize the importance of an agreement like this one, and will make this group the most powerful in Europe. A big maneuver like this would open many doors and many perspectives. In France, for example, nothing would prohibit us from thinking that the whole classical Polydor repertory, and that of Philips, will eventually be pressed in Germany, and that only the variety repertory would be pressed in France, same in every European country. This will make of the D.D.G. complex one of the most powerful. From the political disk point of view, one never knows, but perhaps Philips could impose its main idea, as everyone knows, that the 45 single record, being a disk for average people, could dethrone the 45 E.P. In this case, the result would stimulate the sales of the 12" LP,

which seems to be slightly stagnant re: sales. The reasoning, commercially speaking, is perfect, and it's like this in many countries. However it seems that the opposing forces to this in our country have the chance during the coming year to do this with success. First of all, since the birth of the microgroove record the publicity has been centered on the EP and the cover. It seems very hard to destroy something that is deeply anchored. After reflection, there is another argument. The average salary is not high enough in comparison with the high cost of living, to permit them to buy an EP, and this on a big scale in spite of it all, the customer who buys an EP is under the impression to have in hand a record and cover, which has always been presented like this just like a good cover on a book. One could evidently put a good cover on the 45 single, but the selling price of this record is so low, that it would not permit another cover other than the "ersatz" one now in use. Let's say that this cover is not very attractive. The president of a well known American Record label, while passing through Paris, mentioned the fact that the difference was too great between price and sales between the single and the 12". After careful thought, it seems that the 45 EP has its place, and is here to stay.

Going back to the open market subject again. Let's say that the effect of this will not be felt perhaps for some time to come, but in all evidence will upset the European disk exchequer, and who can tell the future, We might foresee a big concentration by Barclay-Vogue, or Vogue Barclay. We give this as an example, and not to offend anyone. This could be the best solution that could be achieved in France, to create a true national heavy force. It seems elsewhere that the opening of this

market stimulates already the competition between several labels. Maybe in the near future the record business will bring in a large revenue only by merging activities.

Another subject that characterized the year and the year before, was the changeover of artists on record labels, usually followed up by a lawsuit, Hallyday, Brel, Les Compagnons de la Chanson, J. J. Debout. To try and understand this state of affairs we asked a Parisien lawyer Maitre Sberro, who said this is caused by complete ignorance of the stipulations in the contract intended or not intended, and the lack of someone to try and put a stop to this.

This is the point of view of a jurist, which is perfect but on the other side. It seems that as long as the contracts in France bear the same clauses, and form, all changing over of artists to other labels is automatically followed up by a lawsuit, and at the bottom of all this is the need of an evolution to straighten things out between record companies and artists. This evolution will come about, but it's difficult to define on which basis.

We also asked the opinion of Mr. Valoussiere, commercial director of EMI and in particular the incident of the departure of the Compagnons. The financial result due to this departure was of little importance, and far from what was imagined. On the other hand, we can say that the change of label for the Compagnons has not been very beneficial.

Let's talk about the evolution of the French song in 1962. The rhythm has been replaced by the song, and this has come about without dethroning the well known rhythm boys, Hallyday, Anthony, who are still competing for first place honors, but trying also to push, on one side the young English songstress Petula Clark. The harvest of the young promising talents for this year is good and ripe. Just to remind you of a few names, Leny Escudero, Françoise Hardy, Claude Nougaro, Lucky Blonde, and the Madison Prince, Billy Bridge.

## FRANCE—Top Radio Shows

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Realisation by: Jean Fontaine

### DISCOPARADE CLASSIC

Premiere Public emission, classical artists at the Alhambra; Maurice Chevalier  
Realisation by: Jean Fontaine

### FRANCE: TOP TV PROGRAMS

#### DISCORAMA

Non public emission of the French TV

In the TV studios

Presents novelty records, and stars of the week French or Foreign of these vedettes passing through Paris

Realisation by: Denise Glaser

#### ALL SONG REPERTORY

Non Public emission of the French TV At the TV studios  
Realisation by: André Salvat

Must point out that during the whole year this writer has been waiting patiently to inform you that at last we'll have the CBS label on the French market, and it doesn't seem normal that this label should be missing. Alas, the moment has not yet arrived to strike up the band.

To finish up, let's say that the record biz has prospered during the year, and the market has expanded on all sides. Just like the desert caravan, the record business passes in spite of all incidents on the way.

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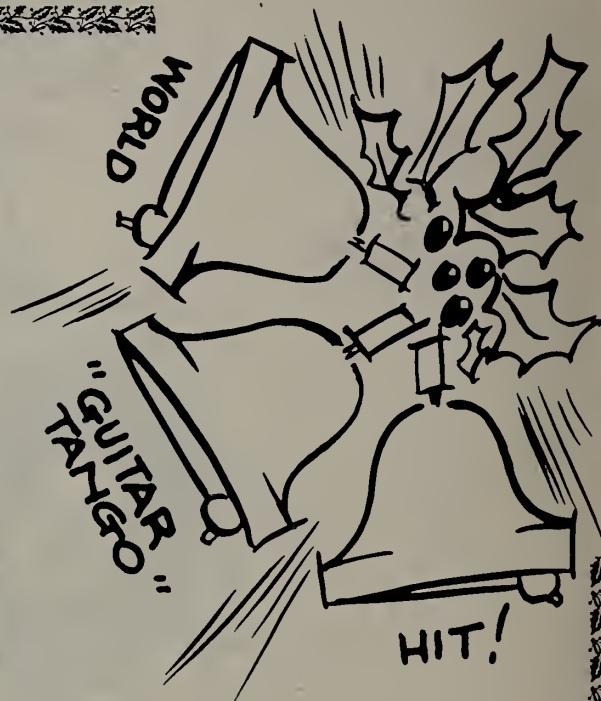
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# ITALY — 1962

From this Christmas column the Italian correspondent of *Cash Box* wishes to extend all readers Season's Greetings, which—this time—are especially warm, since in January we must leave the music world and go into the military service. We also take this good opportunity for thanking the Italian music industry, which over three years has given me kind and close cooperation. Chosen to replace me during my military service is Mario Panvini Rosati, who is known here and abroad for information-service for the music industry over the past four years.

In our column, we often wrote about the monopoly of RAI-TV, the sole Italian radio television station. Let's clarify this matter: recently the Italian Constitutional Court stated that the radio and television broadcasting is exclusive right of the Ministry of Post and Telecommunications. This right is exercised by RAI-TV, a company the shares of which are distributed as follows:

75.5% belongs to I.R.I.  
22.9% belongs to S.I.P., the 47.2% of which belongs to Finelettrica, the 61.5% of which belongs to I.R.I.  
1.6% belongs to others  
(This data are quoted from *Agenda Del Dirigente Di Azienda*, 1962, Rome)

You see, the majority share of RAI-TV is in the hands of I.R.I. (Institute For The Industrial Reconstruction), which is a creation of the Ministry Of The State Sharings. Thus RAI-TV is a company which indirectly belongs to the Italian State. No other station can be opened and the lack of normal competition places RAI-TV in a position of great power. The series of troubles and non-senses the music industry meets with, when approaching our radio and television station is endless. Recently when Dario Fo, the headliner of *Canzonissima* (our

annual outstanding music TV shows) decided, a few minutes before the starting of one of the shows, not to take part in it any longer, a further evidence of the absurd situations this monopoly creates was made known.

The number of Italian subscribers to radio broadcasts is 8,888,522, out of whom 3,348,343 are subscribers to television, as well (October 31, 1962). Over the first ten months of '62 the number of TV subscribers enjoyed an increase of 586,605, which indicates a fast development. The yearly production of radio sets is about 800,000, while the yearly production of television sets is about 750,000.

Among the companies having shares RAI-TV, which we have listed above, there appears S.I.P. (Hydroelectric Company of Piedmont), which plays an important role in the Italian music industry as well, because it owns almost completely the stocks of record house Fonit Cetra. As said above, S.I.P. is one of the owners of RAI-TV and this clearly explains why Fonit Cetra have always enjoyed privileges in radio broadcasts. President of Fonit Cetra is Antonio Merzagora, who is the brother of Cesare Merzagora, President of the Italian Senate. Vice-President of the firm is Enrico Carrara, who has important appointments in other far bigger industries. But over the past few years Fonit Cetra has lost much of its old prominence and importance: one year ago or so Mr. Trinelli, the director of Cetra, left the company; one month ago Mr. Navarra, the director of Fonit, left the company. The whole organization, as everything which directly or indirectly belongs to the State, is in a certain sense choked by the bureaucracy and the situation is made worse because Fonit Cetra belongs to SIP, which is a company producing electric energy and recently our Parliament decided that the elec-

tric energy must be nationalized and thus Fonit Cetra is expected to become a direct property of the State.

Official figures on the record industry do not exist in Italy. Anyway, there is a man, Arturo Frachetti—the Secretary to the IFPI Italiano, who in the past privately studied the matter and arranged some figures which can be regarded as the most reliable. But his latest study goes back to 1959, as during the subsequent years he had to give up publishing his surveys because of too many difficulties and oppositions he met with. November last he wrote in the Italian music monthly *Musica E Dischi*, a new article on this subject disclosing some interesting figures. According to him the number of records annually sold in Italy has been approximately unchanged and steady from 1959 up to now, and it would amount to some 19,000,000 Liras subdivided as follows:

Singles (45 rpm)	15,200,000
Extended Play: 45rpm and 33rpm-17cm	2,850,000
Long Play: 33rpm-30cm and 33rpm-25cm	950,000

The Italian record buyers would yearly spend Italian Liras 15,200,000,-000 (\$25,333,000).

It is known that in Italy the most useful and efficient means to promote music is radio broadcasts, but immediately after, there is the juke box. What's the Italian situation juke box-wise? Recently Antonio Ciampi, the director of S.I.A.E. (Italian Association Authors and Publishers) disclosed interesting figures we report here. In 1958, there were in Italy some 500 juke boxes. Today there are some 16,500, but they aren't uniformly distributed all over our territory. In Northern Italy there are some 10,000 juke boxes, while the other 6,500 are in Central and Southern Italy. In Lombardy (Northern Italy) there are 4,486 juke boxes and in Basilicata (Southern Italy) there are 11 juke boxes. These data are quoted in our daily *Corriere D'Informazione*.

What we have said in regard to the figures of the Italian record production can be repeated for the figures of the Italian production of record players and tape recorders. Official figures do not exist. Anyway in the monthly *Musica E Dischi* we have read that the number of record players produced yearly in Italy amounts to 300,000 and the number of tape recorders yearly produced would be 250,000.

What about the Italian festivals? As always happens, as soon as something succeeds, a lot of imitators come up. After the festival of San Remo became a national event thanks to Domenico Modugno, an endless series of new, small, indifferent festivals were born to imitate San Remo. They did not succeed—of course—and they closed. At last this year we had the impression that the music-festival-craze had partially disappeared and also a certain atmosphere of fairness, correctness and trust has come to those which are left. To be exact, there is only one important festival in Italy every year and it is at San Remo. The Naples festival, which drew attention in the past years, has proved in 1962 not to be followed any longer by public interest. Thus, it remains the sole San Remo festival and this liberation was surely one of the most welcome happenings of 1962. What exactly does San Remo mean? To avoid misunderstandings the first aspect to survey is the composition of the audience who follows this festival from the theatre in San Remo and from radio and television sets all over Italy. This audience is formed by the record buying public plus a far larger public consisting of people who will never buy a record. Over the past two years, these two groups have shown they have different tastes. The number one song voted in the festival wasn't so successful in record sales: for instance, the last one, "Addio Addio" by Domenico Modugno, was something like an actual "record" (Continued on page Int'l 22)

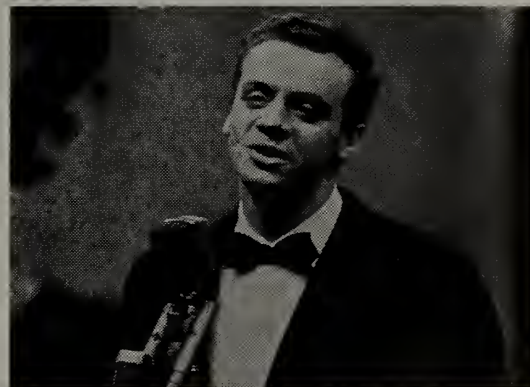
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## ITALY — 1962

(Continued from page Int'l 21)

bluff." As to 1961's number one "Al Di La" by Emilio Pericoli, which in Italy sold just a little more than nothing and one year later sold more than 400,000 copies in the States, this is a phenomenon nobody can understand and explain. What is true for Italy, is that in 1961 and 1962 the number five and four, respectively, in the San Remo voting list became really successful on records: "Like A Symphony" by Rino Donaggio (Emi Italiana) and "Quando Quando Quando" by Tony Renis (Emi Italiana), and not the number one tunes.

The Italian music industry—this year—became consistently richer: March the first, RCA Italiana inaugurated its new recording studios in Rome. The new building consists of four studios, one of which is regarded as the biggest in the world; its sizes are as follows: m 12 x 24 x 36 (40 x 80 x 120 feet); volume mc 10,500 (aggregate volume 400,000 cubic feet); capienza 250 persone (working capacity 250 persons). This brings RCA to a position of great prominence in the Italian music industry. November 19th—this time in Milan—another large building for recording studios was opened. This is an enterprise of Carlo Alberto Rossi, a well known music composer, music publisher and record publisher. His building features two independent recording stages, one with a working capacity of 60 persons and the other 12 persons. All the equipment comes from Germany's Telefunken.

After long negotiations, CBS Records found at last the Italian music company which can represent them with prestige. Their new representative is Ricordi, the oldest and most famous name in Italian music business (more than 150 years old) and this contract closes a strange period of competition among our record houses to get this important American line.

1962 has been the year of the record marriage between Philips and DGG. How their merger should be achieved is not yet known in details. 1963 will see it.

The two giants of the Italian record industry are two foreigners in Italy: RCA from New York and EMI from London. Both of them had a good 1962 and can boast of at least one big hit: "Quando Calienta El Sol" by Los Hermanos Rigual (RCA) and "Quando Quando Quando" by Tony Renis (EMI). In March, RCA opened its new recording studios in Rome and made its catalog richer, adding Pye and Barclay. RCA also got success with Paul Anka's "Love Me Warm And Tender," Edoardo Vianello's "Guarda Come Dondolo" and "Pinne Occhiali E Fucile," several Neil Sedaka numbers, and Sergio Endrigo's "Io Che Amo Solo Te." As for EMI, besides the brilliant showing of Tony Renis, who is expected to conquer some European foreign market as well, the firm recorded good sales with Pino Donaggio, a star who was born last year, with Edith Piaf, Gilbert Becaud, and England's Cliff Richard with "How Wonderful To Know." Since January 1962 it distributed the Liberty line, which can meet with its first big hit with the Italian version of "Run To Him" by Bobby Vee. 1962 has been the first year of Francois Minchin as EMI Italian's director.

This year we have marked two important record victories of Italian

talent abroad: Emilio Pericoli had a hit in the States with "Al Di La," and our "Mina" had similar success in Germany with "Heisser Sand." Peppino Di Capri, moreover, was able to sell well in Germany with "Saint Tropex Twist," "Los Marcellos Ferial" became number one in France with "Quando Calienta El Sol" and Tony Renis is doing well in several European countries with his "Quando Quando Quando."

On the other front, foreign talent in Italy, it must be mentioned Paul Anka with "Ogni Giorno (Love Me Warm And Tender)," Cliff Richard with "Anema E Core (How Wonderful To Know)," Neil Sedaka with more than one title, but mainly with "Tu Non Sai." One thing must be said because it seems a real trend: they got success with records in the Italian language.

This year, which opened in the warm atmosphere of the Twist craze as a dance and under the auspices of Italian singer Peppino Di Capri, who was responsible for the Twist smash here, ends with the sound of the new Bossa Nova. Nobody yet knows what will be the reaction of Italy to the Bossa Nova, but to avoid the danger of being caught by the possible boom of Bossa Nova in Italy without having arranged Bossa Nova record numbers, every Italian record house has cut an incredible amount of Bossa Nova disks, which will surely create a shocking sense of confusion in the mind of the record buyers. If the Bossa Nova booms here, merit also goes to Enrique Lebendiger, the South American music publisher, who this year came more than once to Italy and contacted a lot of people to communicate to them his enthusiasm for the Bossa Nova. Later this year, also came to Milan with a U.S. jazz troupe including Charlie Byrd, the guitarist, which performed the Bossa Nova on the stages of Milan and Rome.

This year marked a strong exchange of foreign labels in Italy: Columbia passed from Philips to Ricordi, Vogue from Durium to Gurtler, Barclay from Gurtler to RCA Italiana, Liberty from Decca Italiana to EMI Italiana, the Interdisc jazz lines went all together to Philips, RIFI took over the Time label.

This year Adriano Celentano, our best talent, left his record producer Walter Gurtler and opened in the center of Milan his own record house under the name Clan. Things are going well to him: his first Clan release, "Tower Of Strength" by himself sold more than a half million copies, his second release "Stand By Me," also by himself, too, is on the same road to success.

Nanni Ricordi, Spring last, left his post as record creation manager at RCA Italiana in Rome and opened his own offices in Milan to produce records. It is expected that he can soon succeed.

Two record houses this year, Italdisc and Bluebell, closed and broke off their network of agents and gave their distribution respectively to DGG and Ricordi.

Walter Gurtler bought a new building consisting of offices, record moulding factory and one recording stage. The building is located at Pero, a section of Milan and will be opened by Walter at the end of 1963. A big report on this can be found in the last Cash Box Directory issue.

## ITALIAN ARTIST BIOGRAPHIES

### ADRIANO CELENTANO-CLAN

Singer Celentano was undoubtedly the top selling Italian artist in 1962. This came from both the Gurtler label, his previous affiliation, and Clan Records, which he formed in '62. The hits include "Nata Per Me (Born For Me)" (Gurtler), about 450,000 sold; "Stoi Lontana Da Me (Tower Of Strength)" (Clan), more than a half-million sold; "Preghero (Stand By Me)" (Clan), 200,000 sold and still selling at the time of writing; "Si E' Spento Il Sol (The Sun Went Out)" (Gurtler), sales figure unknown. Outside of Italy, Celentano's biggest market is Argentina.

His label is distributed in Italy and Switzerland by Rifi Records, and all over the world, except South America, by Durium.

### PEPPINO DI CAPRI—CARISCH

Peppino Di Capri, 24-years-old, is one of the biggest names in Italy. He is able to interpret with equal finesse standards and modern-sounding songs.

Specifically, he is a modern and refined performer of Italy's Neapolitan song catalog, yet, at the same time, he was solely responsible for the incredible success of the twist in Italy.

His big twist tunes were "Let's Twist Again" and "Saint Tropex," which besides its popularity in Italy, was a big success in Germany.

His other hits include "Speedy Gonzales" and "Addio Mondo Crudele (Goodbye Cruel World)." He is one of Italy's top-paid night club attractions.

Summing up, Di Capri is an Italian talent able to bring old songs to new hit life and follow closely the movements of foreign disk fads so that he can be first to launch them in Italy.



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BEST WISHES For A  
Very Successful 1963!

Tonino Casetta

## ITALIAN ARTIST BIOGRAPHIES

### TONY DALLARA— SAAR & GURTNER

Dallara, the 26-year-old songster, has had a series of successes on disks. These include "Come Prima," which made some noise in the U.S. some years ago, "Ti Dira," "Non Passa Più," "Romantica," "La Novia," "Bambina Bambina" and "Caterina." His brother is impresario Gino Lardera, who operates Music Star at Galleria Del Corso 2, Milan.

### PINO DONAGGIO—EMI ITALIANA

Donaggio is a pop music composer and singer and also a student of the violin. Musically speaking, he was born at the San Remo Festival of 1961, which presented his tune, "Like A Symphony," which came in sixth in the competition, but became a number one seller. Following up that first hit, he penned a series of other compositions of light music. In 1962, his most successful record was his song "La Ragazza Col Maglione." His latest single is "Madison Fra Gli Angeli" backed by "Vestita D' Sacco."

### SERGIO ENDRIGO—RCA ITALIANA

Sergio Endrigo became popular in 1962 with "Io Che Amo Solo Te." Although the record was not a great big hit, it did draw attention to the singer as a possible big star in the future. He was initially signed to Ricordi, but when Nanni Ricordi left the label to join RCA, Endrigo followed him.

### GIORGIO GABER—RICORDI

Giorgio is a young man of 23 who composes rich melodies in especially good taste and sings them accompanying himself on guitar. His hit songs are "La Ballata del Cerutti," "Non Arrosire," "Trani a Gogo" and "Povera Gente." "La Ballata," after a slow start, sold 100,000 copies. Even greater successes are predicted for Gaber in the days ahead.

### LOS MARCELLOS FERIAL—DURIUM

Though their name sounds Spanish, the group is very Italian. The singers appeared suddenly on the disk scene in the summer of 1962 with "Quando Calienta El Sol" and achieved sales of 50,000. It was a number one seller in France during autumn of that same year. Team's next offerings were "Las Campanas," "Agua" and "El Cigaron."

### MILVA-CETRA

Lady Milva revealed her charm at the 1961 San Remo Festival, when she sang "Il Mare Nel Cassetto (The Sea In A Drawer). She subsequently hit with "Milord," "Les Enfants Du Piree," "Flamenco Rock" and "Il Primo Mattino Del Mondo (The First Daybreak Of The World)." At this year's San Remo fest she came through successfully with "Tango Italiano."

### DOMENICO MODUGNO—FONIT

Domenico Modugno is considered the great figure in modern Italian music. As a composer, some of his songs now belong to Italy's folklore. Some claim that he wrote his best songs when he was unknown and that popu-

larity made him a composer of commercial tunes. Two of his big commercial successes include "Nel Blue Dipinto Di Blue," better known as "Volare," which became a big international success in 1958, including the U.S., where it clicked big in a version by Madugno himself, and "Plove ICiao Ciao Bambinal," which got world-wide recognition. Both tunes were San Remo Festival winners. Modugno's more recent disk successes were "Seleno" and "Stasera Pago Io." In 1962, he worked as an actor in a comedy, "Rinaldo In Campo."

### TONY RENIS—EMI ITALIANA

One of the most exciting newcomers to the field of pop music. Although his performance of "Quando, Quando, Quando" won fourth place in the 1962 San Remo Festival the disk went over the 400,000 mark in the European market. Tony, a vet singer with a wealth of theatre experience, appeared on Scandinavian and German TV this past autumn. He has already penned his entry in the '63 San Remo sweepstakes.

### EMILIO PERICOLI-RICORDI

Ricordi artist Emilio Pericoli's singing of "Al Di La" in the picture, "Rome Adventure," proved to be his international 'stepping stone' to success. Although veteran singer Luciano Talai brought the song victory at the 1961 San Remo Festival, it was Pericoli, who became a top star in the U.S. with his Warner Bros. version of the tune.

### NINI ROSSO-DURIUM

Trumpet player, singer and composer Nini Rosso is a newcomer in the records ranks, bowing last winter with "Ballad Of A Trumpet"—which reportedly sold over 250,000 copies and followed with another big seller in "Evelynne." His latest is "Anni Verdi" and is expected out soon with "I Ragazzi Del Jazz" and "Clown."

### EDOARDO VIANELLO-RCA ITALIANA

For the past 2 years Edoardo Vianello has been looking for the right disk formula. He finally came up with the right ingredients with the summer entry, "Pinne Fucili Ed Occhiali (Flippers Gun And Water-Glass)." The twisting flipdeck, "Guarda Come Dondolo (Watch Me Swinging)," also scored in the sales dept.

### HENRY WRIGHT—CGD

Negro artist Henry Wright started slowly with his initial record success, "Abatjour," but developed into a stature artist with the best-seller—as well as the follow-up hits—"You Belong To My Heart" and "Fraschita."

### MINA-ITALDISC

Twenty-three year old Mina has developed into one of the most exciting and popular singing personalities. Besides her recording success she has starred in films and on TV. She has toured the European countries as well as Japan and South America. Her biggest hit in Italy was "Il Cielo In Una Stanza," of two years ago and in '62 came through with "Renato," "Strigiml Forte I Polai," "Chihuahua" and "Il Soldato Gio." She recently had a Verve release in the U.S., titled "Pretend That I'm Her." This year, Mina smashed through in Germany with her German language waxing of "Heisser Sand." This persuaded her producer and owner of Italdisc David Matalon, to cut numbers in several languages.

## ITALY'S BEST SELLERS—1962

TITLE	ARTISTE	LABEL
1 STAI LONTANA DA ME/SEI RIMASTA SOLA	ADRIANO CELENTANO	CLAN
2 LET'S TWIST AGAIN	PEPPINO DI CAPRI	CARISCH
	CHUBBY CHECKER	CGD
3 QUANDO QUANDO QUANDO	TONY RENIS	VCM
4 NATA PER ME	ADRIANO CELENTANO	SAAR
5 LA BALLATA DELLA TROMBA	NINI ROSSO	DURIUM
6 QUANDO CALIENTA EL SOL	HERMANOS RIGUAL	RCA
	MARCELLOS FERIAL	DURIUM
7 OGNI GIORNO	PAUL ANKA	RCA
8 SPEEDY GONZALES	PAT BOONE	DECCA
	PEPPINO DI CAPRI	CARISCH
9 CIAO AMOR	ADRIANO CELENTANO	SAAR
10 PREGHERO'	ADRIANO CELENTANO	CLAN
11 SI E' SPENTO IL SOLE	ADRIANO CELENTANO	SAAR
12 MOLIENDO CAFE'	MINA	ITALDISC
13 WHEELS	BILLY VAUGHN	DECCA
	MARCEL AMONT	POLYDOR
14 TANGO ITALIANO	MILVA	CETRA
	SERGIO BRUNI	VCM
15 RENATO	MINA	ITALDISC
16 LA RAGAZZA COL MAGLIONE	PINO DONAGGIO	VCM
17 ST. TROPEZ TWIST	PEPPINO DI CAPRI	CARISCH
18 TANGO DEL MARE	BETTY CURTIS	CGD
19 LIKE I DO	NANCY SINATRA	CGD
20 BAMBINA BAMBINA	TONY DALLARA	GURTNER
21 LA PALOMA	ELVIS PRESLEY	RCA
22 TORNA PICCINA MIA	PEPPINO DI CAPRI	CARISCH
23 MOON RIVER	HENRY MANCINI	RCA
	NICO FIDENCO	RCA
24 GUARDA COME DONDOLO	EDOARDO VIANELLO	RCA
25 TIGER TWIST	ARMANDO SCIASCIA	VELETTE
26 CATERINA	TONY DALLARA	GURTNER
	PERRY COMO	RCA
27 ET MAINTENANT	GILBERT BECAUD	VCM
28 TWISTIN' THE TWIST	CATERINA VALENTE	DECCA
29 ADDIO ADDIO	DOMENICO MODUGNO	FONIT
30 IL FAUT SAVOIR	CHARLES AZNAVOUR	BARCLAY



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That Happy Feeling



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# GERMANY

Merry Christmas and a Happy New Year! That's the most important part of our article from Germany this week. The big business season is now past, most of the industry people are taking a well deserved rest until the New Year shoves us back to the desks, studios and writing tables. Although the season has come to an end, press material continues to flood our desk, so here's some new information from the publishers and press departments of the record companies in Germany.

Metronome Records reports that Swedish star Siw Malmkvist has burned up the small silver screen lately as she appeared 3 times in national TV shows in Germany in November and December.

Gerig music publishers who burned up the charts in 1962 have started the new year in fine fashion. At present, the firm has 13 numbers in the top 50 according to a strong national trade paper.

Dr. Karlheinz Busse reports that his Italia waxing of "St. Tropez Twist" by Peppino Di Capri has passed the 1/4 million mark in sales and is the second strongest selling record for Metronome since its existence in Germany. The best selling waxing for the firm was "Petite Fleur" by Chris Barbour which moved over 1/2 million records. Karlheinz is planning big things in 1963 including his own publishing firms in Spain in Madrid called Music House Espanol, in Paris under the name Music House France, and in Italy under the name Music House Italiana. The director of his firm in Italy is Germany's well known Joe Van Erden who formerly worked with UFA music publishers here. The director of the French firm is Jacqueline Bouvier who formerly headed up Vogue Records in Germany. Karlheinz is furthermore planning record distribution in Italy, France, Spain and Germany with the Metronome label already set for distribution in Italy. For Germany, Karlheinz has signed Betty Curtis, Italian star for Italian and German dates. Her new Italian record will be released at the first of the year, and her first German waxing will also soon be released. Other top stars under contract include former Ariola stars the Jochen Brauer Sextet who will be produced for Metronome by Karlheinz's Musik Haus Produktion. His production group recently cut new waxings for Metronome and Philips and his newest Metronome recording by Carmencita will be done twice in TV before the New Year begins. Karlheinz has furthermore acquired the publishing rights for the new Acker Bilk recording of "Lonely."

Swinging Paul Siegel, who has been spinning discs for Sender Freies Berlin (Berlin Radio) for the past 4 years is now planning a TV DJ show. Guest stars on his radio stint include Connie Francis, Kay Starr, Werner Mueller and many others. Paul has just produced Swedish star BIANCA for Teldec. In addition, his Hi-Fi music publishing house has just taken over publishing from new waxings by Grit Van Hoog and Acker Bilk, he has sold the song "If My Baby Comes Tonight" to Sidney Mills in the U.S. and he has sold 2 masters from Hi-Fi to Ariola for quick release.

Globus One Stop in Frankfurt reports that their best sellers are Western Rose from Peter Kraus, "Madison In Mexico" from Caterina Valente and "Ya Ya" from Joey Dee.

Radio Luxemburg reports that Freddy is heading their hit parade with his newest recording "Junge, Komm Bald Wieder" (Son, Please Come Home Soon) from his new musical "Heimweh Nach St. Pauli" (Homesick For St. Pauli). Stanley West, the coordinator of European Operations for CBS (American Columbia) Records has opened an international office at 14 Avenue Hoche, Paris 8, France. The telephone number is WAGram 81-93.

Ariola records reports that young star Peter Wegen who last hit the charts in 1959 with his recording of "The End" is now back on top with his German recording of "Shiela" which is selling like hotcakes. The firm has also started a press campaign for Chubby Checker to help sell their international repertoire. Furthermore, Ariola has opened a new distributor in Cologne to bring the number of self-owned distribution points in Germany to 8.

Teldec's Fritz Kohler, radio promotion man recently toured Germany and Luxemburg to all radio stations with young star Michael Holm to push Michael's new German recording of "Just Tell Her Jim Said Hello" originally sung by Elvis Presley. Michael just renewed his pact with the label.

Hans R. Beierlein of Montana Music reports that the title "Bongo Cha Cha Cha" which Caterina Valente made a top hit in Italy is now swinging in the Hungarian and Yugoslavian hit parades. Hans is also happy to report that Bob Azzam has recorded the song "Schau Ich Zum Himmelszelt" (I Look At The Heavens) under the new title "Guardando Il Cielo" in Italian. At present, Hans is swinging in the Number 2 slot in Germany with Petula Clark's "Monsieur" and the new recording of "Casanova Baciami" will be released early in the new year.

Philips Records has reported on their work in 1962, which is a good ending for this last article of the year. The firm has released about 100 of their own singles in the last year. Saleswise their single sales were 21% better than in 1961, their pop EP's sunk 3% in sales, the classical EP's had a 15% increase, the 10" LP pop sales decreased 24%, but the 10" classical LP's had a 9% increase and the big news were in the 12" LP production. Pop 12" LP's increased 28% and the 12" classical LP business increased a whopping 102%.

That's it for this week and this year in Germany.

## Germany's Best Sellers

This Week	Last Week	No. Weeks In chart	Title	Artist	Label
1.	1.	5.	*Mary Rose (Rambling Rose)	Gerhard Wendland	Philips
				Rolf Budde	
2.	5.	12.	*Monsieur	Petula Clark	Vogue-Montana
3.	3.	7.	*Baby Twist	Will Brandes & Kleine Elisabeth	Polydor
				Gerig	
4.	4.	8.	Adios Amigo	Sacha Distel	Polydor
5.	2.	17.	Speedy Gonzales	Pat Boone/Rex Gildo	London/Electrola
				Peter Schaeffers	
6.	6.	2.	*Madison In Mexico	Caterina Valente	Decca
				Melodie Der Welt	
7.	—	1.	*Junge, Komm Bald Wieder (Son, Come Home Soon)	Freddy	Polydor
				Sikorski/Esplanade	
8.	7.	2.	Liebe Die Nie Vergeht (Cuando Caliente El So)	Vittorio	Columbia
				Peer	
9.	9.	2.	*Fuer Gaby Tu' Ich Alles (I Do Everything For Gaby)	Gerd Boettcher	Decca
				Rolf Budde	
10.	8.	2.	*Die Letzte Rose Der Praerie (The Last Rose Of The Prairie)	Martin Lauer	Gerig
				*Original German copyright	

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ICH SCHAU DEN WEISSEN WOLKEN NACH (I LOOK AT THE WHITE CLOUDS)  
EINMAL WEHT DER SUEWIND WIEDER (THE SOUTH WIND WILL BLOW AGAIN)

Klaus Gunter Neumann

MELODY FROM GERMANY

Charly Niessen

BANJO BOY  
NO BIER, NO WEIN, NO SCHNAPS (NO BEER, NO WINE, NO SCHNAPS)  
EIN INSEL FUER ZWEI (AN ISLAND FOR TWO)

Werner Scharfenberger

HEIMWEH NACH WIND UND MEER (HOMESICK FOR WIND AND SEA)

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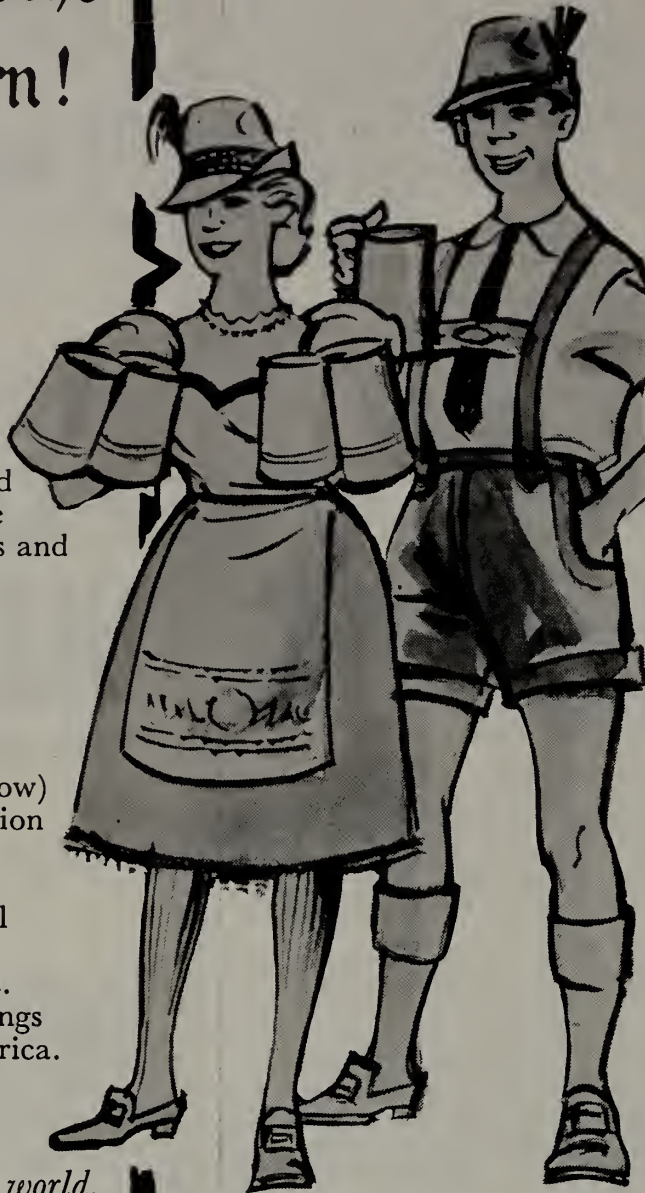
# Bier und Amerikanische Musik haben wir gern!

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THE GERMANS love all kinds of music but American music has a firm place in their affections. With the high level of prosperity achieved in Western Germany, record sales have increased enormously in recent years and E.M.I. has achieved a considerable share in this expanding market.

The E.M.I. company in Germany is **Electrola G.m.b.H.**, whose factory and offices (pictured below) are in Cologne. This central location gives it unrivalled possibilities for effective distribution throughout Western Germany as well as Switzerland, Austria and other Continental countries. A very high proportion of the recordings that Electrola sells come from America.

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## ARTIST BIOS GERMANY

### LALE ANDERSON-ELECTROLA

In 1938, a young lass with a husky voice recorded a song which was to sell 2 million records in her version alone, became a standard, and made her a top star. The song was "Lili Marlene" and the artist was Lale Anderson. Lale continued to reign as a star for many years, but after the war, her career dropped off and she went into semi-retirement. In 1960, she recorded "Never On Sunday" in German and sold over 800,000 records of the tune and once again took up her position as a top star in Germany. She won the "Song For Europe" contest here in 1961 and represented this country at Cannes for the European finals. Hollywood is now making a film about her life. In 1962 Lale continued her hit making ways and she topped off the year with an LP in German and English over her songs and her life. The LP will soon be released in the U.S. and England, and is already racking up top sales here in Germany. Lale's repertoire includes folk songs and seamen's ballads, and she is one of Germany's leading TV personalities.

### RALF BENDIX-ELECTROLA

Ralf is a record star with a double life. Along with his record activities, he's also the director of TWA Airlines in Dusseldorf. Ralf took off to the top of the charts with his waxings of "Kriminal Tango" and "Buona Sera" which both sold over 1/2 million records here and followed up his success in 1961 with his recording of "Babysitter Boogie" which earned him his first golden record for over 1 million records sold in Germany. In 1955 Ralf appeared on a regular show for Pittsburg TV in the U.S. and in 1962 he once again visited the U. S. for appearances in Las Vegas and other cities. His top records include "Come Prima" and "The Venus Waltz" and he is now riding the charts here with 2 top new recordings. He is a seasoned performer who speaks many languages and he delivers a top job on stage, films and TV. In 1963, he once again plans to work in the U. S. and other countries.

### REX GILDO-ELECTROLA

Twenty-three year old Rex Gildo is one of Germany's top young stars. Rex has over 300 fan clubs and is also a top star in Holland and Scandinavia. He started his career on the stage and soon developed into a fine talent for film. After several minor roles, Rex got a part in a picture starring Conny Froboess and Peter Kraus. While singing back stage, he was heard by an Electrola A&R man, signed to a contract and his first record was at once successful. His hits are too numerous to mention, but his latest recording of "Speedy Gonzales" topped the charts here for months. He also moved into the ranks of a leading man for films and spent months recently in Berlin playing the part of "Freddy" in "My Fair Lady." He has done lots of TV work this year, and next year he plans to continue his career with more records, films and an international career. Rex is certainly an up and coming entertainer in Germany.

### CONNY FROBOESS-ELECTROLA

Conny was born in 1943 and it didn't take long for young Cornelia to win acclaim. Her first appearance took place in Berlin, her home town, in 1950 when she was seven years old. She made her first record in the same year. After enjoying a top career as a child star on records and in films in the tradition of Judy Garland, Conny blossomed into a beautiful young lady and established herself as Germany's top teenage songstress. She's only 19 years old now, but is already a veteran of over 10 years in show business and is continuing her career as a top star of stage, screen and TV. This year, Conny won the "Song For Europe" contest in Germany, went on to take fourth place, and her recording of "Two Little Italians" went over the half-million mark in Germany and headed the hit parade in Holland and Scandinavia. Her followup recording of "Lady Sunshine and Mr. Moon" also headed the hit parade here. Conny also did her first English speaking record for EMI in England under the direction of Narry Paramor, and is looking for international acclaim.

### CHRIS HOWLAND-ELECTROLA

Englishman Chris Howland became the top representative of his country and the "typical Englishman" for millions of continental fans as he started his career 10 years ago in Cologne, Germany. Starting as a disc jockey for the British Forces Network, Chris soon became the first Englishman to have a regular German radio program over Radio Cologne. He started his career as a record star a few years later and his recording of "Fraulien" quickly took off to the top of the charts. He has been a consistent best seller for several seasons now and his recording of "Little Hammer Polka" in 1963 topped the charts here. Chris is also established as a top film star here, and he not only produces but also directs the "Candid Camera" TV series here and he stars in a TV disc jockey national program called "Music from Studie B" from Hamburg. Last year, Chris went back to England for TV and radio shots there, but he returned to make his permanent residence here and become a top comedy entertainer.

THE GREATEST RECORDING ORGANISATION IN THE WORLD



# GERMANY — 1962

1962 was an exciting year in Germany. It was the year that saw German compositions gain power that they never had before over foreign numbers. Of the 29 numbers making the top 3 in Germany, 21 were original German copyrights. It was the year that saw the price of single records raise 20% and LP's began to gain in sales power. Here's a monthly wrapup of events as they took place in Germany and as reported in Cash Box.

## JANUARY

Caterina Valente celebrated her 25th year in show business with a gala fete in Stuttgart including a nation wide radio show. Considering that Caterina is now only in her early thirties, that's some achievement. A young gal from Israel named Carmela Corren stormed the charts with her festival recording of "Eine Rose Aus Santa Monica." The International Music Instrument Fair took place in Frankfurt. German A&R men began to have difficulty getting American material as stars such as Helen Shapiro, Paul Anka, Connie Francis, Brian Hyland, Connie Stevens, James Darrin, Neil Sedaka and many others did German dates of their American hits. The "soft wave" sound hit Germany and the first million seller in this category was turned in by Gerhard Wendland with his "Dance With Me," a tango. The soft sound is still tops in Germany at present. Bert Kaempfert hit the U.S. charts with Afrikaan Beat, which he wrote. Electrola released a spoken word LP with former German president Theodore Heuss on his 78th birthday. Philips awarded a trip for two to Greece for the lucky buyer of the 500,000th copy of Nana Mouskouri's "White Rose Of Athens." A Berlin gal won the trip for her and her husband.

## FEBRUARY

Cameo-Parkway records changed distribs from Electroda to Ariola in the middle of a hit and both firms racked up top sales with Chubby Checker's "The Twist" b/w "Let's Twist Again." Philips, who became the parent firm of "Mercury," picked up the line for distribution and moved fast on the Leroy Van Dyke recording of "Walk On By" which he also waxed in German. Sonet records started a special promotion campaign for Danish star Dario on the event of his first German recording. Ralf Bendix picked up the golden record for his "Baby-sitting Boogie" million seller at a press conference in Cologne. He was also awarded a golden diaper and nipple by Seith-Chappell music exec Harry Schultz-Bielefeldt. Two more foreign stars did their first German waxing. Sweden's Anita Lindbloom and France's Johnny Hallyday turned out platters for Philips. Les Chakachas returned to Germany to perform in Munich and push their "Twist-Twist" waxing which became a hit. Eartha Kitt came to Germany for a TV spectacular. The German Record Industry prime event took place in Baden-Baden with their Pop Music festival. First prize was won by Conny with her "2 Kleine Italiener" which is still topping charts all over Europe and sold well over 1/2 million records here. In all, it was Germany's most successful festival as many of the end round songs entered the charts and well over a million singles were sold as a direct result of the TV exposure and publicity afforded the festival songs. Nana Mouskouri from Greece picked up a gold record for a million records sold of her first release, "White Roses From Athens" for Fontana Records, one of the Philips group. Manos "Never On Sunday" Hadjidakis wrote the song, and Peter Schaeffers published it. The award was made in Munich. Electrola A&R men Heinz Gietz and Gunter Ilgner traveled to Paris to record Gilbert Beaud, Jacquelin Boyer and Line Renaud in German.

## MARCH

Paul Anka made his first trip to Germany along with manager Irvin Feld and A&R chief Bob Yorke where he waxed a German recording of "Love Me Warm And Tender" with Teldec A&R man Horst Fuchs. Paul also made press conferences in Hamburg and Frankfurt. RCA held an international meeting in Munich and Rome. Van Cliburn made a concert tour and press conferences in Ger-

many. His Tchaikowsky Piano Concerto LP sold 100,000 in Germany. Paul Siegel's first Teldec production by the Oederland Orchestra was picked up for the states by Seeco Records and quickly made the N.Y. charts. Sales figures for Germany 1961 were released and although 750,000 less singles were sold in 1961 than in 1960, EP sales increased by 50,000 and LP sales by 300,000 to make an overall increase in dollar volume for the year. In 1961 49.5 million records were sold in Germany. Import decreased by 250,000 pieces and export increased by 100,000. Karl Breuer of Sikorski Music made his first visit to the U.S. Paul Siegel celebrated his 3rd anniversary as a D.J. for Radio Berlin. Radio Luxemburg and the teen mag Bravo made their awards for the most popular recording artists. The radio Luxemburg contest was won by Freddy Quinn with the distaff honors going to Nana Mouskouri. Third place went to Peter Kraus. Bravo awarded their honors to Male singers Freddy Quinn, Gus Backus and Peter Kraus with females Connie Francis, Caterina Valente and Conny Froboess picking up awards as well. Ariola records recorded top sales with the first German waxing by Charles Aznavour and A&R man Helmut Jantsch of the firm tied the knot with a lovely Munich gal. The "Song For Europe" contest was held and Conny took 5th place with her "2 Kleine Italiener." Gerhard Wendland toured the U.S. and did his first American waxing under the A&R direction of Quincy Jones. Helen Shapiro visited Germany for her first German session for Electrola. Bert Kaempfert visited the U.S. and signed Brenda Lee for German recording dates.

## APRIL

Brenda Lee visited Army camps in Germany. Bernhard Mikulski sold his first master to Chancellor records. Laya Raki did the honors with the sexy song "Don't Kiss Me Now." Foreign artists showed a strong foothold in the German market with 23 songs making the top 10 by the end of April, 9 were recorded by German, Austrian or Swiss artists; 14 by foreign artists. 9 of the songs were foreign material and 14 songs were of German origin. Foreign artists recording in the German language include Paul Anka, Gene Pitney, James Darren, Neil Sedaka, Connie Stevens, Ella Fitzgerald, Mitch Miller, Earl Grant, Louis Armstrong, Elvis Presley, Jane Morgan, Connie Francis, Helen Shapiro, Cliff Richard, John Leyton, Jacqueline Boyer, Annie Cordy, Sacha Distel, Henri Salvador, Charles Aznavour, Gilbert Beaud, Marcel Amont, Bob Azzam, Jean Phillip, Johnny Hallyday, Siw Malmkvist, Anita Lindbloom, Vivi Bach, Pirkö Manola, Lill Babs, Gitte, Gunnar Winckler, Lou Neefs, Tony Sandler, Bobbyjaan, Nana Mouskouri, The Blue Diamonds, Mina, and many more. Ariola Records made a huge move when they signed the distribution chief of Electrola Records Rudolf Engleder as director of Ariola Records. Former director Lutz Welnitz left the firm to enter private production. Metronome Records increased their retail single price from 1.00 to 1.12 dollars. Until this writing, no one has followed suit. Gerhard Wendland was awarded a gold record for a million copies sold of his tango "Dance With Me In The Morning." This was the second million seller award in as many months for Philips records and producer Ernst Verch. Siw Malmkvist's little sister Lil signed a contract with Ariola A&R man Nils Nobach.

## MAY

Stan West the coordinator of European operations for CBS records visited Gutersloh for talks with Ariola records and Munich for talks with

(Continued on page Int'l 32)



## WORLD HITS MADE IN GERMANY

FROM  
**WHEN DAY IS DONE**  
AND **JUST A GIGOLO**  
TO  
**ROMEO / SALOME**

**GERMANY'S BIGGEST  
STANDARD CATALOGUES**

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**MÜNCHEN 15 · SONNENSTR. 19**



THE NEW YEAR BEGINS  
IN THE SAND!

# SAHARA SAHARA SAHARA SAHARA

Composed by

LOTAR "YOU, You You" OLIAS

*Seasons Greetings*

EDITION ESPLANADE G. m. b. H.

Hamburg 13, Germany

*Merry Christmas and a  
Happy New Year to our  
friends all over the world!*

# ROLF BUDDE

Music Publishers

Berlin 31, Germany  
Kurfuerstendamm 103

(Continued from page Int'l 31)

Cash Box. Walter Ruff left Schaeffers music to take on a top position with Will Meisel and his publishing firms. Publisher Rudi Von Dovenmuehle took on a new slot as Teldec A&R man. GEMA reported that royalties from records and films sunk 90 million marks in 1960 and 203 million marks in 1961. Helen Shapiro visited Germany for her first TV shots here.

## JUNE

The warm season approached the German market and Philips took the lead with new waxings by Nana Mouskouri and Gerhard Wendland hot on the heels of their million sellers. Newcomer Mina from Italy lead the charts with her first German recording "Heisser Sand." Tommy Kent left Polydor Records to sign with Ariola producer Helmut Jantsch. Werner Muller visited Munich for Berlin week and featured Chet Baker with his orch. Perry Como had his first hit here in many a season with Caterina and August Seith, the publisher of the song announced that 5 German versions would be available. Philips started a special promotion for the Mercury PPS series. An LP to sell for under 2.50 dollars was released with examples of the PPS LP catalogue. Klaus Ogerman vacationed in Germany with his wife and Nat Shapiro of CBS also came here for talks. Elvis Presley took the only slot held down by an American song in the Radio Luxemburg hit parade with his "Good Luck Charm." Petula Clark visited Germany and waxed 5 songs in German for Deutsche Vogue.

Lale Anderson announced the recording of an LP of her top hits with commentary by the lass in English for release on King Records. Mina came to Germany for press conferences with her producer Dave Matalon, who also announced that her new German record would be out soon. Her first waxing here passed the ½ million mark in sales. Peter Schaeffers celebrated the 10th anniversary of his Melody Film company with a gala party in Berlin for over 250 guests. The Berlin Film festival was held and top gossip linked starlet Christina Kaufmann with Tony Curtis.

Pop singer Rolf Peer of Ariola records died in an automobile accident. The deal between American Columbia and Ariola Records died. Rumors spoke of a merger between Deutsche Grammophon and Philips records stockwise.

## JULY

Mina continued to head the hit parade with her first German language recording. She also made her first German press conference. Record firms began to make deals with the music box operators for special pieces on box records. Deutsche Grammophon GMBH and Philips Records joined together business wise for the sensation of the season. They stayed separate firms in Germany. The German Pop Music Festival was planned for 1963 despite rumors that the festivals were over for Germany. Teldec released a special series of classical LP's at reduced prices. Ariola Records joined their Sonopress pressing firm to make a joint corporation. Wilfried Jung took over as distribution chief for Electrola Records. Erich Storz renewed his Metronome contract for 3 years. Alfons Bauer who had been with Electrola for 5 years switched labels to Philips.

For the first summer in the history of the record business here, top artists had new releases. Summer hits included new waxings by Conny, Gus Backus, Connie Francis, Gerd Boetcher, Caterina Valente, Billy Vaughn, Gerhard Wendland and Nana Mouskouri. Classically, Hans Ritter left D.G.G. for the classical A&R post at Electrola and Fritz Ganss left Electrola for the same position with Ariola. Festival wise, strong classical programs were beginning in Bayreuth for Wagner, and Salzburg for Mozart.

## AUGUST

Radio Luxemburg presented their ½ yearly awards to Freddy, Mina, Conny

and Bob Moore for the most requested records of the season. Lou Van Burg joined the station as quizmaster. Two sided decks began to rack up top business topped by Philips stars Nana Mouskouri and Gerhard Wendland and MGM's Connie Francis. Peppino Di Capri had his first hit in Germany with the Italian recording of "St. Tropez Twist." The German team composed of Nina Weston-Philips, Ralf Paulson-Electrola, Angela Monti-Teldec, Ulla Raphael-Polydor and Peter Kirsten finished 3rd at the Knokke, Belgium festival. Japan's top star Sachiko Nashida did her first German recording. Rainer Bertram switched labels from Polydor to Metronome. D.G.G. classical artists Karl Boehm, Wilhelm Kempff, Lorin Maazel, Rita Streich, Geza Anda and Tamas Vasary toured the U.S.

## SEPTEMBER

Following in the footsteps of Metronome who had raised their singles prices from 4 DM (1 dollar) to 4.50 (1.12), the major German record firms lead by Polydor raised their singles prices to 4.75 (1.19) and Metronome later followed suit.

Billy Vaughn, Siw Malmkvist, Bobby Vinton, Alvino Rey, The King Sisters, and Henri Rene visited Germany.

Metronome took over the Spanish Belter label. Nils Nobach took over the production of Dalida for Ariola.

Joey Dee had his first German smash with Ya Ya which passed the 100,000 mark in sales and went on to double that sum. The madison hit Europe and record producers here jumped on the band wagon. Enrique Lebendiger visited Germany to bring the Bossa Nova here. Electrola celebrated its 10th anniversary in Cologne with a big party. Sir Joseph Lockwood and L. T. Dines from EMI were on hand along with many Electrola stars and Holland's Gerry Oord. Jerry Thomas of Liberty Records visited Germany. Bert Kaempfert did the music for the film "90 minutes after midnight," his first film score. Philips released an LP under the title "Cash Box Top 100" and began to use the rubrick Cash Box Top 100 to point out their top American sellers. Metronome later followed suit.

## OCTOBER

The music box industry took the show as Al Adickes of Nova Apparate did a showing of the new Rockola boxes in Hamburg and Munich. Seevend soon followed with Seeburg shows in Hamburg and Manheim. Martin Haerle from Starday visited Ariola for talks about hillbilly production. Ariola took over Kapp Record distribution for Austria and Germany. Electrola Records took over the Epic line for Germany. All major and minor labels switched to the new singles price of 4.75 DM (1.19 dollars). Sonet-Storyville switched distribution from Metronome to Philips. Hans Bertram of Polydor produced the "Baby Twist" and Electrola followed suit with the "Babysitter Twist." Polydor won the hit race. Caterina Valente produced 2 new shows for German TV costing about 180,000 dollars. Bernhard Miquelski opened his own pressing plant in Frankfurt to carry his own production for Roulette, and Carina. The German Musical "Heimweh Nach St. Pauli" (Home-sick for St. Pauli) starring top record star Freddy opened in Hamburg to smash press raves. The show is still running. A new Rock and Roll club in Hamburg, The "Star Club" began booking top acts such as Little Richard, Joey Dee, Fats Domino, Brenda Lee, etc. Rolf Engleder of Ariola announced a new classical label called "Eurodisc." He signed top stars Erika Koeth, Renate Holm, Lisa Della Casa, Hans Hopf and Alberto Erede to contracts as well as Rudolf Schock. Marlene Dietrich visited Germany for new record dates. Teldec lowered their classical LP price for mono and stereo from 25 DM (6.25 dollars) to 21 DM (5.25). The director of Teldec Records, Hans Lieber celebrated his 40th year with the firm.

(Continued on page Int'l 33)



# GERMANY — 1962

(Continued from page Int'l 32)

## NOVEMBER

The price raise showed its mark in sales as middle selling records dropped out of the picture all together, and hot hits such as "Baby Twist" sold 200,000 and more in nothing flat. Polydor released a new classical LP package for 9.50 dollars. Barbara Kist took over the music promotion slot at Schaeffers Music replacing Gerd Hammerling. The music boxes began to scream about the singles price raise and tried to find a way to combat it with their own production, etc. No solution is in sight. A new gag hit the market again through producer Hans Bertram. This time it was the "Spiegel Twist" named after the political affair which tore the German government in two. Electrola also followed suit but a Hamburg court made them change the name of their release to "Bundesball Twist." Tom Ward visited Germany for talks with Peer Music here. Metronome records re-organized and put Reinhard Streit in as distribution chief.

## DECEMBER

Publishers were screaming about the advances and percents asked by American publishers and many Ger-

man publishers were planning on cancelling their contracts to begin the new year. Philips started a publicity campaign for The Firehouse Five Plus Two and their jazz catalogue including the huge "Interdisc" catalogue. A new man was hired to look out especially for jazz repertoire. Ariola held a press conference in Vienna for director Rolf Engleder to tell about the new plans of the firm. Petula Clark reached the ¼ million mark with Monsieur to make it the best selling record ever for the young Vogue records here. The first German 70 MM color film "Flying Clipper" was premiered in New York and Germany.

That's about it for 1962. We must admit that our predictions in the directory issue and last year's Xmas issue turned out just right. How about 1963. For our new year's predictions let's look for more indie labels, the birth of indie producing in Germany, heavy concentration on LP product and further increase in LP sales, stronger independent distribution, less single sales, more cover production at lower priced levels for department stores. Cash Box will be on hand to report the excitement that is the record business in Germany again in 1963.

## GERMAN TUNES THAT ENTERED CASH BOX CHARTS 1962

TUNE	INTERPRETER	DATE ENTERED
AFRIKAAN BEAT	BERT KAEMPFERT	JANUARY 27
WHITE ROSE OF ATHENS	DAVID CARROLL	FEBRUARY 24
THAT HAPPY FEELING	BERT KAEMPFERT	MAY 26
SWINGIN' SAFARI	BILLY VAUGHN	JULY 14

## SONGS THAT MADE TOP THREE IN GERMANY — 1962

*WEISSE ROSEN AUS ATHEN (WHITE ROSES FROM ATHENS)	NANA MOUSKOURI	FONTANA—PETER SCHAEFFERS
*TANZE MIT MIR IN DEN MORGEN (DANCE WITH ME IN THE MORNING)	GERHARD WENDLAND	PHILIPS—MELODIE DER WELT
*SCHWARZE ROSE ROSEMARIE (BLACK ROSE, ROSEMARIE) MEXICO	PETER KRAUS	POLYDOR—HANS GERIG
*SAUERKRAUT POLKA	BOB MOORE	LONDON—RALPH MARIA SIEGEL
*HAMMERCHEN POLKA (LITTLE HAMMER POLKA)	GUS BACKUS	POLYDOR—MONTANA COLUMBIA—GERIG
*ZWEI KLEINE ITALIENER (2 LITTLE ITALIANS)	CHRIS HOWLAND	COLUMBIA—PETER MEISEL
GELD WIE HEU (JOHNNY WILL)	CONNY	DECCA—ROLF BUDDÉ
*EINE ROSE AUS SANTA MONICA (A ROSE FROM SANTA MONICA)	GERD BOETTCHER	ARIOLA—FRANCIS DAY & HUNTER
*NO BIER, NO WEIN, NO SCHNAPS (NO BEER, NO WINE, NO SCHNAPS)	CARMELA CORREN	POLYDOR—PETER SCHAEFFERS
*HEISSER SAND (HOT SAND)	GUS BACKUS	POLYDOR—GERIG
*ICH SCHAU DEN WEISSEN WOLKEN NACH (I LOOK AT THE WHITE CLOUDS)	MINA	FONTANA—PETER SCHAEFFERS
*EINMAL WEHT DER SUEDEWIND WIEDER (THE SOUTH WIND WILL BLOW AGAIN)	NANA MOUSKOURI	FONTANA—SCHAEFFERS
*ALO AHE	NANA MOUSKOURI	POLYDOR—ESPLANADE
*SCHAU MIR NOCHMAL IN DIE AUGEN (LOOK ME IN THE EYES AGAIN)	FREDDY	PHILIPS—MELODIE DER WELT
*SCHLAEFST DU SCHON (ARE YOU ASLEEP)	GERHARD WENDLAND	PHILIPS—MELODIE DER WELT
*LADY SUNSHINE AND MISTER MOON TU MIR NICHT WEH (DON'T BREAK THE HEART)	GERHARD WENDLAND	COLUMBIA—GERIG
*PARADISO	CONNY	MGM—GERIG
*SWEETY	CONNIE FRANCIS	MGM—SCHNEIDER
SPEEDY GONZALES	PETER KRAUS	POLYDOR—GERIG
*LINDA	REX GILDO/PAT BOONE	ELECTROLA/LONDON—SCHAEFFERS
ROSEN SIND ROT (ROSES ARE RED)	GUS BACKUS	POLYDOR—GERIG
ST. TROPEZ TWIST	CATERINA VALENTE	DECCA—GERIG
*OHNE KRIMI GEHT DIE MIMI NIE INS BETT (MIMI NEVER GOES TO BED WITHOUT A MURDER MYSTERY)	PEPPINO DI CAPRI	ITALIA—BUSSE
ADIOS AMIGO	BILL RAMSEY	COLUMBIA—GERIG
*BABY TWIST	SACHA DISTEL	POLYDOR—GERIG
*MONSIEUR	WILL BRANDES & KLEINE ELISABETH	POLYDOR—GERIG
MARY ROSE (RAMBLIN' ROSE)	PETULA CLARK	VOGUE—MONTANA
* = ORIGINAL GERMAN COPYRIGHT	GERHARD WENDLAND	PHILIPS—ROLF BUDDÉ

# WHAT A YEAR! 1962 IN GERMANY A YEAR OF GERIG HITS!

## FOREIGN NUMBERS

ADIOS AMIGO  
DON'T BREAK THE HEART  
ROSES ARE RED  
IT HAPPENED IN ATHENS  
I'M MARRIED TO A STRIPEASE DANCER

## LOCAL COPYRIGHTS

HAMMERCHEN POLKA (Little Hammer Polka)  
HEISSER SAND (Hot Sand)  
LADY SUNSHINE & MISTER MOON  
LINDA  
SILVERMOON  
SCHWARZE ROSE, ROSEMARIE  
OHNE KRIMI GEHT DIE MIMI NIE INS BETT  
(Mimi Never Goes To Bed Without A Murder Mystery)  
SWEETY  
BABY TWIST

## ALL RODE THE TOP TEN IN GERMANY FOR BIG SALES!

WE WANT TO THANK OUR MANY FRIENDS ALL OVER THE WORLD FOR THEIR HELP IN "62". WE HOPE THAT 1963 WILL BE AS SUCCESSFUL AND PROSPEROUS.

BEST WISHES FOR A HAPPY HOLIDAY SEASON

## HANS GERIG MUSIC PUBLISHERS

Drususgasse 7-11  
Cologne, Germany



# AUGUST SEITH

MUSIC



PUBLISHERS

FOR GERMANY'S POP HITS

THE LEADING PUBLISHER OF  
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SIKORSKI PRESENTS

Music from

### 'FLYING CLIPPER'

With great melodies of

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SEASONS GREETINGS FROM GERMANY'S NEWEST  
AND MOST ACTIVE MUSIC PUBLISHER

If you want a successful new year, send us  
your songs and watch the results.

## ATRIUM MUSIK VERLAG

FELIX STAHL K.G.

ROTHENBAUMCHAUSSEE 191 HAMBURG 13

## GERMANY — ARTIST BIOS

### BILL RAMSEY-ELECTROLA

American Bill Ramsey came to Germany as a G.I. and entertained troops as a D.J. for AFN. In his spare time, Bill joined the jazz circles of Germany and played piano and sang. His blues singing entertained Germans and Americans alike. Bill did his first record for EMI in Holland as a blues singer, but was quickly signed by Polydor where he became a top star. His first biggie was "Purple People Eater" and he followed it up with a row of hits that still hasn't ended. This year, he returned to the EMI-Electrola fold and immediately moved to the number 2 slot in the hit parade with his first recording for the firm. Bill is a top film and TV star and his gravel voiced stylings has caught on with the German public and has established him as Germany's top comedy sensation. In 1963, Bill plans to make his first English speaking records for EMI and Capitol records and he is on his way to a top international career.

### GUS BACKUS-POLYDOR

American Gus Backus was born in New York on December 9, 1937. He started his career as a member of the Del Vikings and turned out such hits as "Whispering Balls" and "Come Go With Me" with the group. Gus came to Germany as a member of the U.S. Air Force and after his re-

lease in June of 1960, he decided to stay in Germany for a career here. His first hit was a cover of Johnny Preston's "Running Bear" and he followed it with "Wooden Heart" backed with "Thus Spoke The Old Indian Chief" which moved close to a million records and established Gus as a top star here. The record in English also made the U.S. Cash Box charts. Gus works on TV, films and on stage. Every record which he has released in the last 2 years has made the top 10 here, and he plans to top off his career with a new contract with MGM records for American releases. Among other honors, Gus has been awarded the "Golden Lion" by Radio Luxemburg as the most requested artist.

### PETER KRAUS-POLYDOR

Austrian born teenage idol Peter Kraus was the first top star of the rock and roll era and one of the few to last until today. He made a strong recovery saleswise in 1962 with his top selling versions of "Sweety" and "Silvermoon," and his record sales are better than ever. Peter also does plenty of film and TV work as well as stage appearances, and he now has his own top rated TV series. Peter's bid for international fame has taken him to England where he did many TV shows and the young good looking star has also recorded in several languages.

# MELODIE DER WELT

MUSIC PUBLISHERS  
THE  
HOUSE  
OF 1,000,000  
GOLDEN HITS

1962

Romona

Never On

Sunday

1962

Wheels

## Tanze Mit Mir In Den Morgen

1963

?????????

## Perhaps Your Hit

MELODIE DER WELT



FRANCIS DAY &  
HUNTER



PROGRESS MUSIK

## JOHANN MICHEL

General Mgr.

FRANKFURT, GERMANY

Oederweg 26

SEASON'S GREETINGS—MERRY XMAS

GREETINGS—MERRY XMAS—HAPPY NEW YEAR SEASONS GREETINGS—MERRY XMAS—HAPPY NEW YEAR

1961

CALCUTTA

1962

BERLIN MELODY

1963

?

Music by

HEINO GAZE

BERLIN 33 Germany  
Gustav Freytag Str. 11

SEASON'S GREETINGS—MERRY XMAS

## GERMANY ARTIST BIOS

### BERT KAEMPFERT-POLYDOR

Thirty-eight year old Bert Kaempfert is a composer, arranger, orchestra leader, A&R man and recording artist. This many sided young man plays a number of instruments and has helped many stars on their way to hitsville. Even before "Wonderland By Night" brought his name to the public throughout the world, Bert had turned out two other million sellers including "The Guitar and The Sea" by Freddy and "Morgen" for Ivo Robic as a producer-arranger. However, 1961 was the start of popularity for Bert himself. His unique orchestral sound captured the popularity of the world and after his million selling "Wonderland" success he has not only made the Cash Box Hot 100 with almost every release, but his LP's continue to make high positions on the charts. He was also the first European to be honored as the Up and Coming Orchestra of the year by American D.J.'s in the Cash Box Poll. Bert is continuing his chart marking ways with LP's and singles and his newest work is the background music for the film "90 minutes after Midnight" which he wrote and conducted. Bert spends much of his time with his family in N.Y. and Miami Beach and the rest of his time in his beautiful Hamburg home. Bert has become Germany's export item number 1 and it looks like he'll be on top for a long time to come.

### FREDDY QUINN-POLYDOR

In 1956, Freddy was singing sailor's ballads in a nightclub on the Hamburg waterfront in a small club on the Reeperbahn. He was discovered by Polydor and his first record, a cover of "Memories Are Made Of This" and "16 Tons" went on to sell over 2 million records and become the best selling record ever made in Germany. Freddy is Germany's best selling artist. The good looking, guitar playing young man is also Germany's top film box office attraction. He makes only 2 records a year and not one of his records has failed to make the top 10 in the last 5 years. His first LP became the first German pop LP to pass the 100,000 mark in sales. Freddy continued his career in 1962 with his first TV shots, his first tour of Germany and he is now working as the star of a German musical in Hamburg. Freddy's first LP has been released by MGM in the states. Freddy speaks fluent English and should soon embark on an international career. He has already recorded in Spanish, French, Italian and Finnish.

### LOLITA-POLYDOR

The voice of the people, that's Lolita. Even before she became world famous with her recording of "Sailor," Lolita was thrilling German audiences with her folk songs and ballads. A small gal with a big heart, Lolita performs her songs with a feeling and warmth that has won her way into the hearts of audiences everywhere. Lolita lives in Austria but is still popular in Germany through her many films, TV appearances and stage shows.



# GERMANY — Artist Bios

## IVO ROBIC-POLYDOR

On October 1, 1959, 36 year old Ivo Robic left Germany for America and the Perry Como show. His hit "Morgen" had a world hit. His career began in his native Yugoslavia where he established his stardom before coming to Germany to make records. His first record was "Morgen" and it was immediately a hit. Ivo is no newcomer to records, however, as he made over 50 waxings before coming to this country. He sings in Spanish, German, English, French, Italian and his native Yugoslavian. His big hit last year was "Save The Last Dance For Me" which passed the half-million mark in sales and he continued his hit making ways in 1962 with his version of "I Can't Stop Loving You." His international career continues with appearances all over the world including a U.S. trip in 1962.

## HELMUT ZACHARIAS

Zacharias and his magic violin is a top selling attraction from Japan to America with both singles and LP's. The seasoned performer made his first appearance at the age of 6 in Berlin. After the war, he established his popularity as Germany's number one violinist. He's now got his own orchestra and is busy turning out records and making personal appearances all over the world. He also is a top film and TV personality.

## PETER BEIL-PHILIPS

Although he's in his early twenties, Peter Beil is a veteran of show business. The trumpet playing singer established his career here after several years of making records with a smash waxing of "Corrino Corrino" which took him to stardom. Peter continues to turn out hit recordings and spends the rest of his time making personal appearances, films and TV.

## HEIDI BRUHL-PHILIPS

Pert, petite Heidi Bruhl was born in Munich on January 30, 1942. Before becoming a top recording personality, Heidi was already an established film star. In 1955 she had her first leading role and soon became very popular in this country. Her success was so great that she was awarded the "Golden TV Screen" by a major German film publication as the Top TV personality of the year last year. Heidi started her recording career early in 1959 and was immediately popular. After a medium sized hit with a song called "Chico Chico Carly," she entered the "Song For Europe" contest in 1960 and finished second with a song called "We Will Never Part." The song caught the fancy of the German public, is now an established standard number, and sold over a million records for Heidi. Heidi can dance, sing, and act. In a poll last year, she was voted the third most popular woman behind Princess Grace Kelly and Queen Fabiola. She is also the best known woman in Germany according to another national wide poll. Heidi has now perfected a one woman show which took Germany by storm this year, and she has been chosen as the German representative for the "Song For Europe" contest in 1963. Heidi is now planning an international career having recently visited the U.S. and her first record in English has already been released. Director Schrade of Philips says that Heidi will soon be Germany's most popular personality and is on her way to international stardom.

## WILLY HAGARA-PHILIPS

Willy was born in Vienna, Austria on June 4, 1927. When he was 19 years old, he entered a singing contest in Vienna and that was the start of his career. He made his career as a Variety club singer until 1953 when he signed a record contract. After flopping as a tenor, Willy began to sing cowboy songs and pop numbers and with his "Casetta In Canada" he had his first smash hit. He did his first film in 1958 and is now established as a top film and TV personality. His big hit in 1961 came with the German song "Pepe" which appeared in theatres here along with the film and the flip side which was the theme for a national TV show. He is still racking up top sales with his records today.

## NANA MOUSKOURI-PHILIPS

The voice of longing, that's the keynote of the success of Nana Muskouri. She's Germany's newest pop star. Born in Athens, Greece in 1936, Nana was already a success in her native Greece before coming to Germany. However, her big break came when she met Manos "Never On Sunday" Hadjidakis in 1958. He heard her sing and promised her material, and in 1959 Nana made her first record in Greece. Within one year she was established as a top record artist. After winning several song contests, she came to Germany and began to make records here. Her first record was a Hadjidakis song called "White Roses From Athens" which passed the million mark here and earned her a golden record. Her second waxing, also two Hadjidakis numbers, passed the half-million mark in sales, and she is now racking up smash sales with every new release.

## GERHARD WENDLAND-PHILIPS

Gerhard Wendland was born in Berlin. He started his career in 1932 as a singer. It was interrupted by the war but afterwards he came back and started making records. After a short lapse in sales, Gerhard smashed back last year with "Dance With Me In The Morning" which became his first million selling golden record. It took a long time for Gerhard to reach the top of the charts, and he's got plenty of experience to take advantage of the opportunity that he now has. He not only is a top stage star, but he also does plenty of film and TV work. His followup record was also a smash hit and he is now riding high in the charts with his version of "Ramblin' Rose." Gerhard is once again on top where he belongs.

## GERD BOETTCHER-TELDEC

Born in 1937, young Gerd Boettcher was discovered in 1960 by Werner Muller, the man who also helped Caterina Valente off to a successful career. Werner produced his first record "Jambalaya" which was a top hit here and started Gerd off to a smash career. Gerd plays guitar and after working in night clubs with his own combo, he's now touring clubs and doing film and TV work as a single. He not only has had success covering the Elvis Presley hits but also did the "Barcarolle" which sold close to 200,000 records and made the top 3 in the nation's charts. Every record since then has not failed to reach a top chart position and he reached new peaks with his "Johnny Will" which passed the half-million mark. His latest recording is already a smash sales hit. Gerd is certainly one of Germany's top teenage stars with a bright future before him. He recently finished a tour of the Near East and Turkey where he was a great success.

## PEGGY BROWN-TELDEC

Peggy Brown started her career in show business 10 years ago heading up a combo, singing and playing vibes. With her trio she played clubs and later became one of the most requested background choir singers in the German recording studios. In 1960, her hit "The Harbor Ballad" established her as a top star and since then she has been a steady performer on TV and in films. Peggy's young, pretty and talented and 1963 should even be a bigger year for this personality.

## VICO TORRIANI-TELDEC

One of the most established recording stars in Germany is certainly Vico Torriani. For the last 10 years, the Swiss born charmer has been making hit records. He has his own TV series and is a top film and stage star. A favorite in nightclubs, throughout Europe, Vico is also an expert chef. He's made over 60 records and his personal appearances and films are much too numerous to mention. He's also a top seller on LP's here and started the world hit "Calcutta" on its way with his recording which topped the charts here.

## CATERINA VALENTE-TELDEC

If you ask anyone in the world for a list of top European stars, you can bet that Caterina Valente will be high on that list. Certainly Caterina has established herself as Germany's top musical export item. She's not only a top hit maker in Germany, but also tops the hit lists of Italy, Japan and many other countries, for Caterina records in many languages and has made over 92 recordings in the space of a single year. A great performer, a top singing star and an accomplished dancer, Caterina has appeared many times on the Perry Como show and has toured the world with her husband-manager Eric Van Aro. Her brother Sylvio Francesco is an established star in his own right and often appears with his famous sister on records and on stage. In 1962 Caterina continued to burn up the charts here with her best selling twist and madison records as well as the ballad "Roses Are Red." Her LP's sell over the whole world and she is still riding high as a top star. Despite her young age, Caterina celebrated her 25th year in show business this year.

## LYS ASSIA-TELDEC

The first lady of records is the title given Lys Assia. She started as a music student, but had her first chance when a star troupe touring France had their top female star fall sick and Lys jumped at the chance and was an immediate success. Today Lys speaks perfect German, French, English, Spanish, Italian, and Portuguese. She started her record career as she took a test in her native Zurich. She received a record contract with Teldec and her career was under way. She took first prize in a song contest in Lugano, received a gold record for 6 million sold records for hits such as "Oh My Papa." She even had a rose named after her. Today, Lys is still touring top clubs, doing lots of TV and film work and making hit recordings.

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ROLF BUDDER MUSIKVERLAGE—2

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# ARGENTINA — Artist Bios

## LUIS AGUILE

(Odeon Pops). Age 26. One of the first singers of what afterwards was called the "New Wave." Started recording in 1956. Made tours of several countries. Biggest hit: "La Pachanga." Odeon's best selling artist in 1960. Has taken part in musical comedies.

## ROSAMEL ARAYA

(Disc Jockey). Born in San Antonio, Chile, 1937. In 1957 arrived in Argentina with Los Payeros. In '58 started a fantastic career, recording "Virgen Negra," "Palomita Glu Glu Glu" and "Quemame los Ojos," which sold about 290,000 records, and is still very good seller. Performed on TV9 and TV11, and radio stations all through the country and Montevideo, Uruguay. In 1961 started singing tangos; this has been very much discussed by tango lovers but proved to be a hit, too; Current hit: "Triangulo."

## JOSE BASSO

(Music Hall). One of Argentina's most important tango orchestra directors. Started recording about 15 years ago. Performs permanently at night clubs in Buenos Aires. Previously recorded for Odeon. Now is making some recordings of modern tango music.

## BABY BELL

(RCA). Born in 1942. Started singing in English, but soon turned to Spanish. Biggest hit: "Magica Luna" (Magic Moon). Speaks fluent Italian, French and English. In 1960 performed on TV13. Previously recorded for Odeon Pops. Is now in Mexico, after finishing a tour of Venezuela.

## WALDO BELLOSO

(Opus) Folk expert. Born in 1933. Learned piano at 12, harmony at 15. Teaches at the National Dance School since 1952. Is now finishing his studies as Medicine doctor. Has recorded three LP's. Two of them are folk dance courses.

## FERNANDO BORGES

(RCA). Born 1929. Joined RCA in 1958. Started performing at 15, with Roger Santander's orchestra. Worked on LR1, LR3 and LR4, and his own TV show. Also is theater and cinema artist. Has recently finished two successful trips of Peru. Biggest hit: "La del Vestigo Rojo."

## VICTOR BUCHINO

(RCA). Age 37. Orchestra director, and RCA's musical director. Has visited Mexico and the United States, and recorded with many well known artists, including Neil Sedaka and Mexican composer Consuelo Velasquez.

## LOS CANTORES DEL ALBA

(Music Hall). Folk quartet, formed by Gilberto Vaca, Tomas Campos, Javier Pantaleon and Adolfo Gonzalez Lobos. Started in Salta, place of birth of most folk groups in Argentina. Came to Buenos Aires in 1959, being inked by Music Hall and has recorded four LP's. Considered one of the best groups in their specialty. Latest hits: "Los Infernales" and "El Antigal."

## LOS CANTORES DE SALAVINA

(Music Hall). Folk quartet. Formed by Osvaldo Duthu, Luciano Duthu, Antonio Ramirez and Agustin Carabajal. Started in Santiago del Estero. Specialty is "chacareras" music, high spirited folk dance. Have recorded two LP's.

## LOS CANTORES DE QUILLA HUASI

(Philips). Folk quartet, formed by Portal, Valles, Lastra and Roberto Palmer, who stopped singing boleros and replaces Carlos Vega Pereda, who started as soloist. Ages from 27 to 31. Inspired by Buenaventura Luna, one of our biggest folklorists. Biggest hit: "Angelica."

## JOHNNY CAREL

(Orfeo). Born in Buenos Aires, October 18, 1941. Although he prefers soft tunes, his biggest hits have been hard moving ones: "Sacala a Bailar" and "Let's Think About Living." Started studying music at seven, plays drums and guitar. Good composer. Latest release: "Platonico."

## JOSE CARLI

(CBS). Born in Trieste, Italy, in 1929. In 1930, his parents came to Argentina. At 10 started studying at the Conservatorio Nacional, under the direction of Gilardo Gilardi, Roberto Garcia Morillo, Julian Bautista and Teodoro Fuchs. Took part in concerts directed by Sir Tomas Beecham, Malcolm Sargent and Jack Singers. Is member of the Colon Theater orchestra. Good arranger and director. Member of the CBS artistic staff.

## LOS CINCO LATINOS

(CBS). Vocal quintet, pop music. Has made successful tours of Spain, France, Italy and other European countries. Has just finished second European trip. Biggest hit "You Are My Destiny." Directed by Ricardo Romero, married to Estela Raval, also member of the group.

## LOS CHALCHALEROS

(RCA). Formed by Juan Carlos Saravia, Ernesto Cabeza, Ricardo Federico Davalos, and Victor Jose Zambrano. Probably the most popular folk group in Argentina. Have big international appeal, have performed in many European countries. Also made a big Latin American tour. Appeared in special programs on BBC and Italian TV. Biggest hits: "El Arriero Va," "Llorare," "Zamba de Vargas," "Del Tiempo 'I Mama," "Chacarera del Finado," "Alma de Nogal." First performed in Buenos Aires in 1951. Good composers.

## JAIME DAVALOS

One of Argentina's top folk music composer. Has his own TV'er, on Channel 7: "El Patio de Jaime Davalos." Born in Salta. With Eduardo Falu, has composed some of our biggest folk hits, including "Zamba de la Candelaria." Also wrote "Lo Nochera" and "Vidala del Nombador."

## JUAN D'ARIENZO

(RCA). Very well known tango orchestra director. Born in 1900. At 14 played the violin at the Cignol Theater. Was director of the "Aces of Rhythm" group; in 1936 started working in Radio El Mundo. Since 1935 records for RCA. Biggest hit: "La Cumparsita". Is considered a main factor in the tango movement.

## LOS DE SALTA

(Philips). Young folk group from the province of Salta. Director by Dr. Jose Antonio Saravia Toledo, ex-member of Los Chalchaleros. Formed by Mariano Vaca, Miguel Ramos, Luis Menu and Jose Berrios. Previously recorded for "HyR" records. Came to Buenos Aires in 1962.

## LITO ESCARSO

(Music Hall). Born in 1938. Artistic director of Music Hall Records, pianist and good seller. Studied in the province of Mendoza. Specialist in modern piano-and-rhythm music and tango.

## VIRGILIO EXPOSITO

Independent producer, orchestra director and arranger. Previously recorded for several companies, including Odeon and RCA. Now records musical playbacks for diskeries in several South American countries. Took part in the recording of Neil Sedaka's Spanish LP and also his Piano LP, cut in Brazil for RCA. Good tango and bolero music composer.

## FABIANNA FABIAN

(Music Hall). Born November 7, 1942. Studied ballet under the direction of Beatriz Ferrari. In 1961 performed on TV 4, in Montevideo. Also worked on TVB, Mar del Plata, and took part in the Twist Festival organized by Escala Musical, which featured Richard Anthony and Chubby Checker, among others.

## EDUARDO FALU

(Philips). Well known folklorist and guitar player. Has performed in most European countries, and recorded in France. Has been performing for many years. Previously recorded for TK. Has cut eight albums.

## OSVALDO FRESEDO

(CBS). In 1921 worked on Radio Cultura as member of the "Cuarteto de Maestros". In 1928 went to Paris, performing at the Nouvele Garron, Lido, Les Ambassadeurs and Paramount. In 1929 performed at the Trocadero in New York and on NBC. Stopped working from 1943 to 1958. In 1959 was inked by CBS-Columbia which recorded "El Sonido de Fresedo", a successful album.

## LOS FERNANDOS

(Odeon Pops). Vocal trio, formed four years ago by Carlos Herman. Play melodic music. Have been separated some time, but joined again in 1962. Biggest hit: "Never on Sunday". In 1963 will start European tour.

## LOS FRONTERIZOS

(Philips). Folkloric quartet, very popular. Formed by Madeo, Moreno, Isela and Gerardo Lopez, probably Argentina's most successful "bagueola" singer. Have made tours of Europe, performing at the Concertgebouw of Amsterdam, also in France and Italy. Their records have been released in many other countries. Biggest hit: the "Cordalamente" album.

## RAMONA GALARZA

(Odeon). Regional music songstress, specialized in songs from the province of Corrientes. Odeon's top selling artist in 1961. Has recorded several LP's, appeared on radio and TV.

## CARLOS GARCIA

(Disc Jockey). Born in 1941. Well known pianist and orchestra director. Good arranger. Started with the Hawaiian Serenaders, local group. Now member of the Disc Jockey Records artistic staff. Has recorded several folk music albums.

## LOS HUANCA HUA

(Odeon Pops). Modern folk music quintet, has been Cash Box's "Most Promising Folk Group" in 1961 and has turned into the biggest folk success of 1962. Directed by Jorge Figuerosa Reyes and Chango Farias Gomez, who's also responsible for the arrangements. Have cut two albums, both are good sellers. Have recently visited Chile. Like to sing "a capella."

## NICKY JONES

(RCA). Latest addition to RCA's "New Wave." First record, "Primitivo," seems to be a success. Previously recorded with "The Rocklands," a local rock 'n roll group. Biggest hit: "Runaway."

## MONICA LANDER

(Odeon Pops). Born 1944. Latest Odeon Pops launching. First record, "Every Night," hit the charts. Has performed on "Escala Musical," the TV13 program. Second record, "Renato" is also a hit-to-be.

## AMBAR LA FOX

(Odeon Pops). Theater vedette and songstress. Has performed in Europe and several South American countries. Biggest hit, "Miami," in 1961. Has appeared frequently on TV, via the "Festival 62" program, on Channel 9. Latest release: "Adios My Love."

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# ARGENTINA — Artist Bios

## JOLLY LAND

(RCA). Born in 1935. Long work on TV: "Field's College," "Tropicana," "Glostora Jazz Club." Jazz fan and singer, took part in several jazz concerts. Previously recorded for Orfeo. Started in 1953. Sings in Spanish and English.

## LEDA Y MARIA

(Disc Jockey) Folk music and children music duet. Leda is Leda Vallodores, has spent many months studying the Argentine folklore and recording anonymous singers in the north part of the country. Maria is Maria Elena Wolsh, TV writer. Have cut two albums for Disc Jockey. TK has released part of Leda's work in a "Folk Documentary Record" put to sale last year.

## SANTOS LIPESKER

(Philips) Well known orchestra director and arranger. Specialist in forming small groups to wax cover versions of world hits. Very good seller. Directs several radio and TV orchestras. Good arranger.

## HORACIO MALVICINO

(Disc Jockey). One of Argentina's best guitar players. Jazz fan, good arranger and musician. Well known as "Don Nobody." Born in 1931, started playing at 20. Biggest hit: "Have a Match?" Member of the Disc Jockey artistic staff, with Carlos Garcia.

## MAC KE MAC'S

(RCA). Vocal group, formed by Eduardo Sanoner, Eduardo Morel, Dean and Alex Mc Cluskey. Started in 1954; previously recorded for Disc Jockey. Performed in the Ed Sullivan Show, have made tours of Chile, Uruguay, Peru and Mexico. Took part in the local version of "Irmo la Douce." Biggest hit: "El Golpe."

## JUAN CARLOS MARECO

(Music Hall). TV artist. Sings music from the province of Corrientes. Also is composer. Has own program on Channel 13. Has recently finished his second album. Latest release: "Zambo para mi Hijo."

## LUCIO MILENA

(CBS). Born in Italy, spent several years in Uruguay, afterwards come to Argentina. Orchestra director and arranger, well known because of his faculty of producing high quality arrangements for pop music tunes in a few hours. Composer. Has formed several groups, recorded under several names.

## SERGIO MIHANOVICH

(RCA). Jazz musician and composer. Guitar player. Has composed music for several films, including prize winning "Los Jovenes Viejos." Latest release: "Buenos Aires Jazz by S. M."

## LOS NOCHEROS DE ANTA

(Opus). Folk group, formed by Raul Benitez, Tiro Ortiz (director), Nestor Bondinelli, Hector Borda and Jorge Berend. Ages 17 to 28. Are finishing their first LP.

## LOS NOMBRADORES

(CBS). Folk group coming from the province of Salta. Recently launched by CBS-Columbia. First single: "El Antigol." Latest release: First LP.

## PALITO ORTEGA

(RCA). Member of the diskery's "New Wave." First single was short rider: "Dejala, Dejala." Now is hitting with "Bienvenido Amor." Has performed on TV 11, now is appearing in RCA's "El Club del Clan" on TV 13.

## ARMANDO PONTIER

(CBS). Tango orchestra director. In 1945 formed a well known group with Enrique Mario Francini. In 1955 started his own orchestra. Has composed about 30 tunes. One of them, "Pecodo" (Sin) has about 50 waxings. Inked by CBS in 1960.

## ROCKY PONTONI

(RCA). Born in 1939. Member of a family of singers and artists, as Miguel Amador, Eber and Nelido Lobato, Roberto Florio and Los Lloneros. Inked by RCA in 1960, is one of the first "New Wave" members. Has visited Colombia and Venezuela twice.

## ASTOR PIAZZOLLA

(CBS). Modern tango pioneer, has spent several years in the United States. Has previously recorded several tunes for RCA, now has completed his first album for Columbia. Directs a night club where many modern music artists are presented. Is probably one of the most discussed personalities in the local music scene.

## ANTONIO PRIETO

(RCA). Born in Chile, in 1929. Well known in all Latin American and Europe, through his world hit, "La Novia." Has recorded in Mexico, Argentina, Chile, Brazil and Italy. Other hit releases: "Son Rumores," "El Pecador." Has his own highly rated TV'er, on Channel 13. Screen actor.

## JUAN RAMON

(Disc Jockey) The latest Disc Jockey teen discovery. Has recorded practically all the teen hits of recent times. Has just finished first LP. Has appeared on TV 11, in the "Ritmo y Juventud" program. Latest hit: "Speedy Gonzales."

## ARIEL RAMIREZ

(Philips). Folk music export. Pionist. Has been inked recently by Philips for a series of albums to be released in Argentina and other countries. Has appeared on radio and TV. Latest performances took place a few months ago, in a series of programs with Atahualpa Yupanqui.

## VIOLETA RIVAS

(RCA). Born in 1938. Member of RCA's "New Wave." Has appeared on TV 9, 11 and 13. Is also performing in Montevideo. Biggest hit: "Llorando Me Morni" with Bobby Capo. May become a big star. Has visited Colombia, Peru and Venezuela.

## PEPE REYES

(Odeon Pops). Born in Palma Soriano, Cuba, in 1928. Started on CMQ in 1948. In 1950 went to Mexico, to perform on XEW. In 1951 worked at the Puerto Rico Theater. In 1960 was inked by Odeon Pops. Good Bolero singer. In 1963 will make a tour of Chile, Peru, Colombia, Venezuela and Mexico.

## CHANGO RODRIGUEZ

(Philips). Has achieved popularity after many years of work. Very good composer and story teller. Biggest hit: "El Cordobes." Has recorded two albums. Appears frequently on TV in the "Pulperio de Mondingo" program.

## ENRIQUE RODRIGUEZ

(Odeon). Big country music seller. Has recorded for more than 25 years, has sold more than two million records. Top hit: "La Compariso." Recently received gold record from Odeon, for his soles.

## EDUARDO ROVIRA

(Microfon). Tango orchestra director, musician and arranger. Has composed "Poema Tango Buenos Aires," a suite based on the city's music. Member of the Microfon artistic staff.

## RAFAEL ROSSI

(Odeon). Another big country music seller. Thirty five years recording for Odeon, about three million records sold. Also received gold record from diskery.

## LOS SANTOS

(Music Hall). Vocal trio, previously waxed for Orfeo. Have completed a successful trip of Spain, Italy and other European countries. Have also visited several Latin American countries. First recordings in 1959. Biggest hit: "Señorita Luno." Have cut 6 LP's, are finishing another one with tango music.

## SIRO SAN ROMAN

(Music Hall). Bolero singer. Born in 1933 in the city of Rosario. Engineer. Worked on Radios El Mundo and Belgrano. Recently completed a tour of several countries. Has finished his first LP.

## JULIO SOSA

(CBS). Well known as "El Varon del Tango." Has recorded three LP's, all are good sellers. Recently competed his first album with folk music. Has appeared on several TV channels and radio stations.

## ATILIO STAMPONE

(Microfon). Modern tango music leader, age 34. Has composed the music for several films, including Connes prized "Hand in the Trop." Started studying music at 10, first worked at 16, with the Pedro Maffia orchestra. Was member of Astor Piazzolla orchestra, 1946. Visited Europe, 1950. Is member of the Microfon artistic staff.

## JOHNNY TEDESCO

(RCA). Teen rock 'n roller. Sings in Spanish. Born in 1944. May turn into a big star. Good international sales appeal. Inked by RCA in 1961. His first record was a hit: "Presumida." Current hit: "Muñequita."

## LOS T.N.T.

(RCA). Vocal Trio. Names are Tom, Nelly, Tim. Born in Italy, spent some time in Uruguay, afterwards come to Argentina. Hit the charts with "Eso." Made a tour of Colombia, Venezuela, Peru and Chile in 1961. Are now in Spain. Have cut two LP's, about twenty singles. Four songs in the lists in 1960.

## LOS TRES SUDAMERICANOS

Vocal trio born in Paraguay. Names are Costo Dorio, Alma Maria and Johnny Tales. Several chart riders in the past two years. Are now in Europe, in the first world tour. Three albums recorded. Record for CBS.

## ANTONIO TORMO

(Disc Jockey). One of the biggest names in country music. Left music in 1953, returned in 1961. Started with Buenaventura Luna and the Tropicilla de Huochi Pompa in the forties.

## CARLOS VEGA PEREDA

(Music Hall). Also started with Buenaventura Luna, afterwards spent several years with the Cantores del Quilla Huosi group, now is soloist. Has just finished his first LP. In the last months, has been working on unknown Buenaventura Luna songs.

## HECTOR VARELA

(Music Hall). Well known tango orchestra director. Previously recorded for Columbia. Has completed his first album for MH. Biggest hit: "Historia de Un Amor." Many years at work.

## TONY VILAR

(CBS). Born in Italy in 1936. At the age of 17, come to Argentina. Discovered by Record, in 1960. Inked by CBS in 1961. Biggest hit: "The Heavens Cried." Consistent seller, nearly all his records are smashes. Specialist in slow rock. Latest release: "Un Extraño Planeta."

## LOS WAWANCO

(Odeon Pops). Tropical music group, formed by Argentine and Colombian former students. Biggest hit: "La Cosecho de Mujeres." Names are Urra, Rodriguez, Hoedo, Flores, Obregon and Castellon. Started in 1955. Are planning a tour of several countries.

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BUENOS AIRES  
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EDIKORN

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year to our friends  
all over the world*

**ARGENTINA - Top Artists**

BEST MALE SINGER: Roberto Yanes  
BEST FEMALE SINGER: Violeta Rivas  
BEST VOCAL GROUP: Los Mac Ke Macs  
BEST INSTRUMENTAL GROUP: Horacio Malvicino  
BEST ORCHESTRA: Lucio Milena  
BEST FILM MUSIC: Sergio Mihanovich  
BEST FOLK MUSIC SINGER: Atahualpa Yupanqui  
BEST FOLK MUSIC GROUP: Los Huanca Hua  
BEST TV PROGRAM: The Antonio Prieto Show  
MOST PROMISING MALE SINGER: Johnny Tedesco  
MOST PROMISING FEMALE SINGER: Monica Lander  
MOST PROMISING FOLKLORIC GROUP: Los de Salta  
MOST IMPORTANT VISITORS: Neil Sedaka, Chubby Checker, Richard Anthony, Andy Russell, Dion, Peppino de Capri.

**ARGENTINA - Booking Agents**

Agencia Artistica Argentina	Callao 468-2/19	Phone: 457957
Americantour	Montevideo 451	354660
Bardo, Julia	Guido 1982, 3° B	444343
Barrios, Jose M.	Lavalle 774, 4° 12	
Barujel, Leonardo	Cangallo 1457	452693
Campos, Jose A.	Resurreccion 3123	503552
Curi	Av Roque S. Peña 825, 6°-605	455187
Disc Jockey SRL	Pedro Goyena 72	929090
Filinto, Don	Juncal 2535	800681
Frias	Corrientes 758	451591
Feldbaum, Jack	Montevideo 1859	445277
Genovese	Rodriguez Peña 438	404562
Gutierrez, Daniel	Catamarca 213, 1° C	971691
RAV	Lavalle 1546, 6°	352737
Radiotour	Esmeralda 433	457990
Sanchez, Miguel	Independencia 761	333796

**ARGENTINA - Music Publishers**

(Most Successful According to Best Seller Lists)

Ediciones Internacionales	San Martin 640, Buenos Aires
Fermata SRL	Moreno 2034, Buenos Aires
Editorial Julio Korn SRL	Lavalle 1494, Buenos Aires
Editorial Edami	Lavalle 560, Buenos Aires
Ediciones Fortissimo Americana	Santa Fe 1552, 3°, Buenos Aires
Ediciones Musicales Smart	Maipu 235, Buenos Aires
Establecimiento Musical Neumann	Talcahuano 638, Buenos Aires.
Editorial Lagos	

**BUENOS AIRES Radio Stations**

Radio Rivadavia	Arenales 2467
Radio Porteña	Rivadavia 827
Radio Municipal	Teatro Colon
Radio Mitre	Arenales 1925
Radio Splendid	Uruguay 1937 (1237)
Radio Nacional	Ayacucho 1556
Radio Belgrano	Posadas 1925
Radio Excelsior	Rivadavia 827
Radio Libertad	Florida 185
Radio El Mundo	Maipu 555
Radio Argentina	Santa Fe 2043
Radio Antartida	Arenales 1925
Radio Provincia	Calle 10 y 53, La Plata
Radio del Pueblo	Santa Fe 2043

**BUENOS AIRES TV Stations**

Channel 7	Viamonte 137
Channel 9, "Cadete"	Castez 3345
Channel 11, "Teleonce"	Pavon 2444
Channel 13, "Rio de la Plata"	San Juan 1160

**ARGENTINA - Artist Bios**

**ATAHUALPA YUPANQUI**

(Odeon). Probably the biggest folklorist of our time. Known all over the world because of his work in discovering South American folk songs. His "Camino del Indio," "Luna Tucumana" and "El Alazan" have been recorded in several other countries, although they are folk songs. Screen actor. Has recorded nine LP's for Odeon, two for RCA before being inked by Odeon in 1941. Screen actor, composer, very good guitar player. Now is preparing "Coplas del Payador Perseguido," a new LP that will surely cause commotion because of its contents.

**ROBERTO YANES**

(CBS). Born on April 25, 1932. Bolero singer, although started with tropical music at 19. Worked with Kiko Navarro and his tropical orchestra. Biggest hit: "Lagrimas del Alma" and "Paloma." Visited Venezuela and Mexico in 1961, plans to return soon.

**RODOLFO ZAPATA**

(Music Hall). Folk composer and singer. Good showman and story teller. Has penned two hits lately: "La Gorda" and "El Casamiento." Has finished his first LP; is preparing another one.



# SPAIN — 1962

The Spanish record market continues to expand rapidly and 1962, like the previous year, has witnessed ever increasing preparations for the boom that everyone hopes is just around the corner. After a year of considerable activity manufacturers, publishers, disk jockeys and all members of the industry are optimistically looking ahead to 1963. That the Spanish people are now more interested than ever in music and records has been proved by this year's popularity polls. Places hitherto occupied by football players or film stars have been taken over by singers. However, the economic level is not yet sufficiently high to allow sales to increase with enough speed and today the records are still too expensive for most of the people. But here again better conditions are expected in the near future and association with the Common Market is a firm hope and eagerly anticipated.

The selling field for records is now better than twelve months ago and will probably be even better in 1963. The number of phonographs all over the country at present is not more than 800,000. 300,000 more are scheduled for production in 1963 of which it is hoped at least 240,000 will be sold. There are around 2000 Juke Boxes but mostly old models bearing little resemblance to the latest American machines. Although this may seem a ridiculously low figure compared with other countries it must be remembered that Spanish record companies never press more than 500 or 1000 copies of the first release by an unknown artist. However, the potential of the Juke Box is gaining recognition and its strength in the record market is increasing.

The standard type of record is still the E.P. Efforts to impose the single have so far been unsuccessful although some manufacturers regard it as the future disk for the Spanish record industry, despite the dealers' continued preference for the E.P. L.P. sales are not high except in the case of Record Clubs. There are three clubs enjoying good sales: Discoteca Selecciones del Reader's Digest selling L.Ps of RCA, Telefunken and Pye at very low prices; Club Internacional del Disco with its own repertoire of low priced records and a new club Discorama selling L.Ps on the Mercury label. The clubs operate a mail order system with special offers.

Dj programmes have become very important for promoting records—the top one is "Discomania" (Raul Matas) broadcast through 25 stations of SER chain. "Caravana Musical" (Angel Alvarez) is entirely given over to American and English music and plays the latest releases from the United States. This programme has a club with a lot of members, mostly teenagers, who help considerably to promote new American artists.

Jose Palau of Radio Madrid broadcasts a daily programme in FM and a weekly programme entitled "Musica de ultima hora" through all the stations of the chain. There are also many local and lesser known d.j's with their own regular radio programmes. Television is also used to promote the sale of records. During the past twelve months TVE (Spanish TV) has produced many good programmes and covered several festivals which are an essential part of Spanish life. As numerous as they are popular these festivals or song contests foster keen rivalry between Spanish song writers. The most important festivals are those held in Benidorm (Spanish songs only), Festival de la Cancion Mediterranea (held in Barcelona with songs from France, Italy, Greece, Cyprus, Malta and Spain). This year the winning song was "Nubes de Colores" penned by young Augusto Alguero. However, his glory was short-lived because a few hours after the festival the organizers cancelled all prizes when it was discovered that the people who assisted at the first and second sessions kept their votes for the final sessions with the result that 6000 votes were counted although there were only 5000 people in the auditorium.

During the year several new labels were issued in Spain whilst others

changed representation. The Compania del Gramofono Odeon (EMI) already releasing Liberty started the Epic and Stateside labels. RCA Espanola release Warner Bros. and Pye both on their own labels and Cameo-Parkway under RCA. Hispavox who, this year, launched Hickory and Laurie signed with American Columbia to release CBS on their own label in Spain. Columbia records were previously issued on Philips and Fontana. Philips are now releasing Mercury records especially stereo L.Ps. It also seems likely that Philips will release Riverside and Audio Fidelity products. A new Spanish record company, Vergara, representing Ariola (previously handled by Discophon), Ricordi, Condor and Cetra (before SAEF). The German firm Ariola opened new studios in Barcelona and with an eye on the Spanish and Latin American markets signed top Spanish singer Jose Guardiola who was previously with the HMV label. New studios were opened in Madrid by Hispavox who are now beginning to record new Spanish artists. They have signed Robert Jeantal—a French singer previously on the Philips label who had a big success in this year's Barcelona Festival. Zafiro now represents the French Ducretet Thomson label. RCA also opened new studios replacing their old one. This was followed by one of the most important news of the Spanish record year. RCA studios, factory, offices, ground and all installations were sold to Fonogram S.A. a subsidiary of Philips Iberica S.A.—with excellent conditions for both companies. RCA, who have recording & pressing priority at the installation will continue to produce records for all the companies they represent and also scout local talent. Their relations with Readers Digest remain unchanged. It is understood that RCA will step up the promotion of its records on radio and in magazines and streamline their organization. There are also signs that RCA will promote jazz recordings in Spain.

A notable arrival on the Spanish record scene has been Mr. A. G. Alexander from E.M.I. London now working as International Repertoire Director in Compania del Gramofono Odeon.

During 1962 a great number of world famous artists visited Spain including Paul Anka, Frankie Avalon, Connie Francis, Gilbert Becaud, Milva, Mina, The Platters, Domenico Modugno, Alma Cogan, Antonio Prieto and Phil Everly. There are also many foreign artists, almost unknown in their own country, working in Spain with great success.

Newspapers are now more interested in records and music and a lot of them devote much space to records.

The record manufacturers' association is "Asociacion espanola de impresores de discos" and its President is Mr. Iglesias of Discos Columbia. Record prices are now uniform all over the country: E.Ps 85 pesetas (\$1.60); L.Ps around 260 pesetas (\$4.35) and singles 45 pesetas (75¢). No special discounts or special offers are allowed (except in the case of clubs that sell records by mail).

Spanish folk music is very popular and sales have increased greatly in recent months helped no doubt by the great number of tourists (6,000,000 during last summer) who find local disks excellent souvenirs. There are a lot of young and promising artists and many rock 'n roll groups mostly formed by students. Some of them have recorded such as Los Pekenikes, Los Sonor, Los Estudiantes, Dick y Los Relampagos, Los Pajaros Locos, Hermanos Heras. The year's best newcomers were Tito Mora and Raphael and Javier Fleta and Gelu and Tonio Areta. However, the idols are still Duo Dinamico, Jose Guardiola, Sarita Monteil, Manolo Escobar and Marisol. The most popular foreign singers are Elvis Presley, Paul Anka, Connie Francis, Pat Boone, Dalida, Mina, Bobby Darin, Domenico Modugno and a new Italian singer Ennio Sangiusto. To sum up it is really Elvis Presley and Paul Anka together with local Duo Dinamico who are the kings of the Spanish record market.



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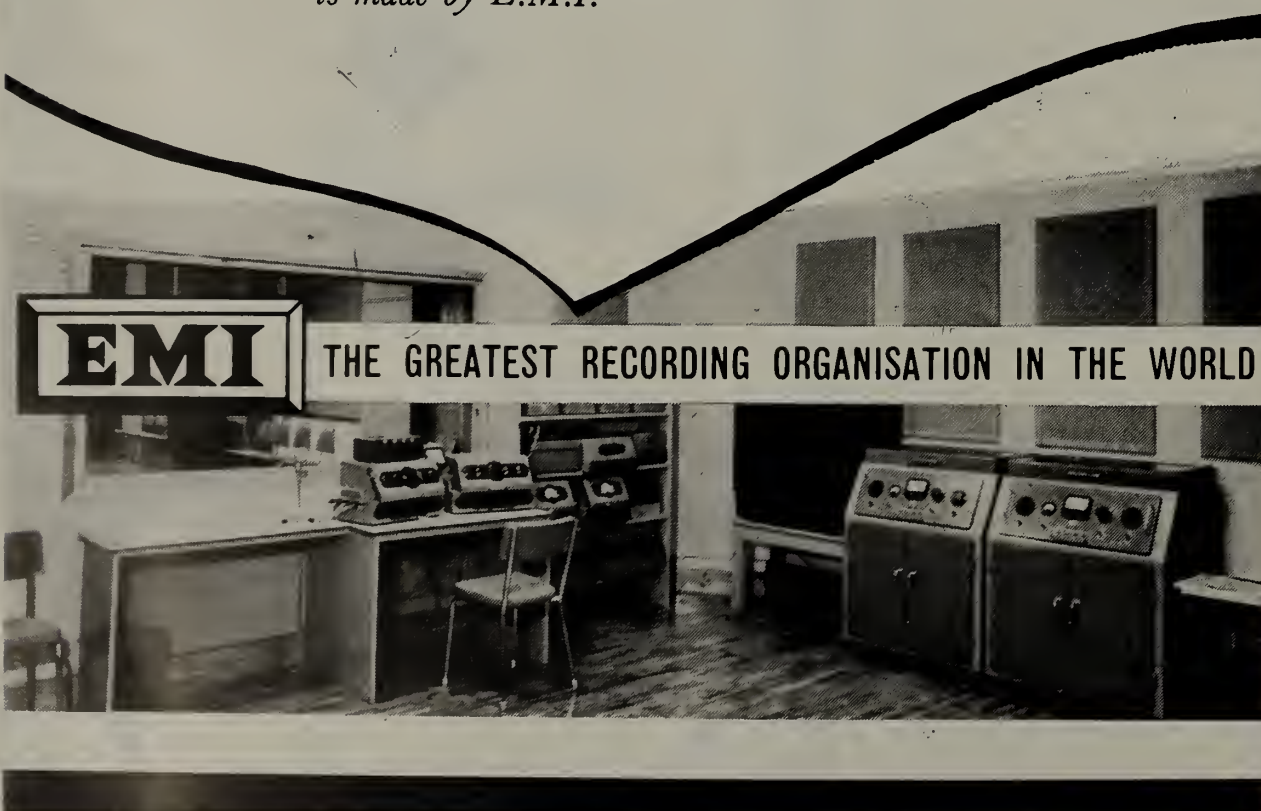
The E.M.I. company in Barcelona is called "**Compañía del Gramófono-Odeon**".

Pictured below is a photograph of the monitor room at the recording studios.

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**EMI**

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## SPAIN ARTIST BIOS

### MANOLA ESCOBAR

Born in Almeria on the southern coast of Spain. Began singing in Barcelona in radio programs. Achieved great success by giving a rhythmic interpretation to typical Andalusian tunes. Escobar is married to a German girl whom he met on one of his European tours. He is under contract to Belter Records. His greatest hit: "El Porompomero."

### TITO MORA

His real name is Carlos Oloria, brother of well known opera singer Ana Maria Oloria. Changed his name because he wanted to achieve success on his own. First disk released this year on RCA was directed by Joaquin Prieto who penned the world hit "La Novia." Tito performs on radio and TV programs as well as cabaret. He is claimed to be the most promising newcomer. Had a big hit with "Olvidate."

### SARITA MONTIEL

Real name is Antonia Abad Fernandez. Has appeared in many Spanish and American films including "Vera Cruz." Began recording career with Columbia Records and recently signed with Hispavox. Currently enjoying success with a version of the oldie "Amapola."

### "DUO DINAMICO"

This "duo" consists of two young singers, Manuel de la Calva and Ramón Arcusa. They have in the course of the past two or three years rocketed to fame as the most popular exponents of "pop" music in Spain, and are the idols of the teenagers. During 1962, they have had at least one, and often as many as three records in every Spanish "top ten." They are very popular in Latin America, and have just completed a highly successful tour of Venezuela and Argentina. Their recordings have been released in England, and will probably soon be pressed in the USA as well. Label: "Voz de su Amo" (HMVI).

### RAFAEL FARINA (El rey Gitano)

"El rey Gitano" means "The Gypsy King," and this is the name by which Rafael Farina is most often referred to by his fans all over Spain. A true gypsy from Andalucía, he was singing already as a child, and was an experienced flamenco singer by the time he made his first appearance in a theater, with the famous star Conchita Piquer. He is considered to be the most popular flamenco artist of today, and appears frequently on Spanish TV and in films. He has many admirers in Latin America, where he toured with great success. Label: "Voz de su Amo" (HMVI).

### "GELU"

Her real name is Maria de los Angeles Rodríguez, and she is 17 years old. She was born in Granada, and she was "discovered" there by the local radio station. Her career has been almost as meteoric as that of Helen Shapiro in England and she has already been twice to Venezuela for TV performances, as well as to Argentina and Portugal. As a singer of "pop" tunes, this teenager has a special appeal to her own generation. Label: "Voz de su Amo" (HMVI).

### MARGARITA SANCHEZ

Spain has a long tradition of "couplets," melodious ballads in which the lyrics are of almost equal importance. Names such as Raquel Meller and Conchita Piquer made the "couplet" famous in the 20's and 30's. Now the tradition is carried on by Margarita Sanchez, unrivalled today as the singer of such famous melodies as "La Violetera," "El Relicario" and "El Pañuelo." Though she appears on TV, her real milieu is the theater, where as the star of many revues, in magnificent costumes, she always attracts a full house. She is one of the most Spanish of Spanish artists (except that she doesn't like bullfights!). Label: "Voz de su Amo" (HMVI).

### JOSE GUARDIOLA

Spain's No. 1 crooner. Thirty-three years of age, he is probably the most successful "pop" singer of Spain today. A choir-boy as a child, he studied music at the Barcelona Conservatoire, getting the highest award as a saxophonist. He became a professional musician, and it was only by chance that his talents as a singer were discovered. The vocalist of the band was taken ill, and Guardiola had to "stand in" for him. From that night on, he was a singer. He has received more awards at pop music festivals than any other Spanish singer, and is a great attraction in the leading dance restaurants of Madrid and Barcelona and on the screens of Spanish TV. He is married, and with two children. His little daughter, Rosa Mari, recently recorded a duet with him (a Spanish version of the French success "Dis papa") which was one of the top sellers of 1962 in Spain. Label: "Voz de su Amo" (HMVI).

### ENRIQUE MONTOYA

Born near Seville, in the heart of Andalucía, in 1930, this singer grew up in the "flamenco" country. He made his debut at a very early age, and soon established himself as an exponent of Spanish "pop" music, often in international rhythms such as the bolero and the cha-cha-cha, but always with a strong influence of "flamenco" style in evidence. He has been recording from 1955, and his recordings have extended his circle of admirers to Latin America, where he has frequently been invited to appear on TV screens. Label: "Voz de su Amo" (HMVI).



## SPAIN'S Best Sellers by Label

### ZAFIRO (Zafiro, Iberofón, Montilla, Ducretet, Thomson, Toreador, Bel-Air)

"Tómbola"	Marisol	(Montilla)
"Mi ovejita lucera"	Emilio "El Moro"	(Toreador)
"Esta noche me emborracho"	Carlos Acuña	(Zafiro)
"Madison Time"	Los Pójaros Locos	(Iberofón)
"Cuando calienta el sol"	Los Pójaros Locos	(Iberofón)
"Moon River"	Orquesta Maravella	(Zafiro)

### ODEON (La Voz de Su Amo (HMV), Odeón, Liberty, Pathé, Capitol)

"Perdóname"	Dúo Dinámico	(Voz Su Amo)
"Tango italiano"	José Guardiola	(Voz Su Amo)
"Di papá"	José Guardiola	(Voz Su Amo)
"Et Maintenant"	Gilbert Becaud	(Voz Su Amo)
"Mari Carmen"	Dúo Dinámico	(Voz Su Amo)

### BELTER (Belter, Saef)

"Multiplication"	Bobby Darin	(Belter)
"El porompompero"	Manolo Escobar	(Saef)
"En un bote de vela"	Paquito Jerez	(Belter)
"Pasodobles toreros"	Orquesta Florida	(Belter)
"A tu vera"	Dolores Vargas "La Terremoto"	(Belter)

### RCA (RCA, Telefunken, Warner Bros, Pye, Cameo, Parkway)

"La novia"	Antonio Prieto	(RCA)
"Quiéreme muy fuerte" ("Love me Warm And Tender")	Paul Anka	(RCA)
"Madison"	Harry Madison	(RCA)
"La Paloma" ("No more")	Elvis Presley	(RCA)
"Cuando calienta el sol"	Hermanos Rigual	(RCA)

### HISPAVOX (Hispavox, ABC Paramout, Alvorada, Ansonia, CGD, Le Chant du Monde, Disneyland, Erato, Festival, Gamma, MGM, United Artists, Vega, Vogue, Hickory, Laurie, CBS, Moonglow)

"Pasodobles toreros"	Banda dirigida por R. Dorado	(Hispavox)
"El novio de otra" ("Someone's Else Boy")	Connie Francis	(MGM)
"Las Palmeras"	Alberto Cortez	(Moonglow)
"Pepe"	Al Caiola	(United Artists)
"El último romántico"	Alfredo Kraus	(Hispavox)

### PHILIPS (Philips, Fontana, Roulette, Mercury)

"Let's Twist Again"	Johnny Hallyday	(Philips)
"Ramona"	Blue Diamonds	(Fontana)
"Maldigo tus ojos verdes"	La Paquera	(Philips)
"Balada de la trompeta"	Cinco Latinos	(Fontana)
"Tentación"	Ray Coniff	(Philips)

### SIEMENS (Polydor, Coral, DGG, Brunswick, Archiv)

"Moliendo café"	Hugo Blanco	(Polydor)
"Tómbola twist"	Los Españoles	(Polydor)
"Los cañones de Navarone"	Helmuth Zacharias	(Polydor)
"Hello Mary Lou"	Ricky Nelson	(Polydor)
"Danza 5ª de Granados"	Andrés Segovia	(DGG)

### VERGARA (Ariola, Ricordi, Condor, Cetra)

"Dos Italianitos"	Lita Torello	
"Defen la Noche"	Duo Juvent	
"Los 10 Premios del 1V Festival de la Cancion Mediterranea"	Francisco Burrell	
"Cuando Calienta El Sol"	Golden Quarter	
"Sueno de amor en Twist"	Tony Villaplana	
"En Forma" (Twist)	El Nuevo Latin Combo	

## SPAIN'S Juke Box Best Sellers 1962

1. It's Now Or Never	Elvis Presley	RCA
2. La Paloma	Elvis Presley	RCA
3. Quiéreme Muy Fuerte (Love Me Warm And Tender)	Paul Anka	RCA
4. El Porompompero	Manolo Escobar	Saef
5. Ni Se Compra Ni Se Vende	Manolo Escobar	Saef
6. En Un Bote De Vela	Paquito Jerez	Belter
7. Perdóname	Dúo Dinámico	Voz Su Amo
8. Balada De La Trompeta	Niña de Antequera	Fontana
9. Tango Italiano	Rafael Farina	Zafiro
10. Ay Mi Perro	La Paquera	Philips
11. Mi Perro Amigo	Gilbert Becaud	Voz Su Amo
12. Maldigo Tus Ojos Verdes	Lucho Gatica	Voz Su Amo
13. Et Maintenant	Torrebruno	Hispavox-CGD
14. Sabor A Mi	Ray Coniff	Philips
15. Caterina	Chubby Checker	Voz Su Amo
16. Tentación	Connie Francis	Hispavox-MGM
17. The Fly	Blue Diamonds	Fontana
18. El Novio De Otra	Cliff Richard	Voz Su Amo
19. Ramona		
20. The Young Ones		

This list was supplied by "Sinfonola" that distributes records for more than 700 juke boxes. This company is a subsidiary of "Gedasa", the only one in Spain that manufactures coin machines.

## SPAIN'S Top Fifteen (Compiled by Discobolo)

1. "Love Me Warm And Tender"	Paul Anka	(RCA)
2. "Perdóname"	Dúo Dinámico	(Voz Su Amo)
3. "Good Luck Charm"	Elvis Presley	(RCA)
4. "Bailando twist"	Dúo Dinámico	(Voz Su Amo)
5. "A Steel Guitar And A Glass Of Wine"	Paul Anka	(RCA)
6. "His Latest Flame"	Elvis Presley	(RCA)
7. "Young ones"	Cliff Richard	(RCA)
8. "Linda muchachita"	Connie Francis	(MGM-Hispavox)
9. "Tango italiano"	Milva	(Cetra)
10. "Balada de la trompeta"	Cinco Latinos	(Fontana)
11. "Speedy Gonzales"	Pat Boone	(London)
12. "Et Maintenant"	Gilbert Becaud	(Voz Su Amo)
13. "La Paloma"	Elvis Presley	(RCA)
14. "Moliendo café"	Hugo Blanco	(Polydor)
15. "Every Night"	Paul Anka	(RCA)

## SWITZERLAND - 1962

In the field of recorded music, there is probably no other country in Europe which, in proportion to its size, presents as complex a sales pattern as Switzerland.

Swiss record distributors have to cope with different linguistic groups of which at least three must seriously be taken into consideration; each of these groups has its own distinct preferences which are largely inspired by the music production of Switzerland's neighbors, Germany, France and Italy. In addition, there is a considerable demand for American as well as British recordings, and finally there is a domestic Swiss production which, although limited, must nevertheless also be taken into account.

Thus, Swiss record dealers, in order to be able to satisfy the demands of a population of only some five million, must be ready to offer practically the whole range of western recorded music. Small wonder therefore that in Switzerland sales of ten or twenty thousand copies of a popular record are already considered hit figures!

The presence in our country of more than half a million foreign workers, mainly Italian and Spanish, further complicates this situation. But the ruggedly individualistic and often strongly conservative buying habits of the Swiss are also making themselves felt in other ways. For instance, singles continue to be most popular in German-speaking Switzerland, while the French-speaking Swiss seem to have special liking for EPs. Music-boxes have, of course helped to increase the sale of singles. But on the other hand a recent series of financial scandals have started to turn public opinion against the gaudy mechanical dispensers of pop music which were never very popular among the vast majority of the adult Swiss population in the first place.

Stereo continues to have to fight against a certain reluctance among the Swiss record-buying public, although sales have lately been picking up in that field. The fact that Swiss urban populations are largely apartment-dwellers may be of a certain significance in this respect. And strangely enough, the long-hair crowd is far from being among the most enthusiastic supporters of the stereo record.

Regional diversity of taste has also kept the dance fashions of the day from sweeping the country. While the Twist had a certain moderate impact

on the younger set, especially in French-speaking Switzerland, the Madison never even properly got off the ground and little more is to be expected for the Bossa Nova.

A certain natural aversion to fads and especially to methods of sledgehammer advertising makes the Swiss one of the most discriminating buyers also in the field of music. This is, no doubt, largely due to the fact that Swiss broadcasting stations which are all non-profit, non-commercial, public-service organisations, generally refuse to lend themselves to any kind of song-plugging. Hit parades on a national level being completely out of the question, owing to the regional diversity of taste, and local tabulations arousing only limited response, Swiss radio listeners in point of fact, seem to be more interested in critical reviews and selective presentations of pop music and jazz.

Thanks to the continuing prosperity, records can be sold in very satisfactory quantities in Switzerland—there is still a decided upward trend to be noticed—but distributors must always bear in mind that for many Swiss the quality of an artist's performance is far more decisive than any publicity ballyhoo which is made around that person. Thus, the mere fact of a star's personal appearance in Switzerland need not necessarily spell bigger sales, if his concerts did not find the approval of the public.

Swiss popular artists like Vico Torriani, Lys Assia, Peter Hinnen, Hazy Osterwald and Anita Traversi being active primarily outside the country itself in Germany, France and Italy, there is hardly any domestic pop music production of an international calibre. In the field of Swiss folk music, however, good recordings are available from most of the bigger record companies. An excellent example is Vico Torriani's recent Decca release of Swiss folksongs sung in the four Swiss national languages.

Classic music also has a number of outstanding Swiss performers on records, but a special position is held by the Orchestre de la Suisse Romande, one of the finest symphonic orchestras in existence today, which under the brilliant direction of its founder Ernest Ansermet, continues to produce recordings of lasting value and of wide public appeal. Its strongest bid for the 1962 Christmas market is a new rendition of the "Christmas Cantata" by the late Swiss composer Arthur Honegger.

## Field Day

LONDON—An elated Frank Ifield is pictured at right holding a gold disk for "I Remember You" and a silver disk for "Lovesick Blues" which achieved fantastic sales in England. Both disks were presented to the chanter on his 25th birthday at a party given for him by EMI Records. Ifield is currently riding the Top 100 in the U.S. with "Lovesick Blues" on Vee Jay.



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# BELGIUM — 1962

It's really a difficult assignment trying to pick out the three or five records which sold best in 1962. Which ones are to put at the top? "Let's Twist Again," by Chubby Checker (Columbia), "Zwei kleine Italiener" by Connie Froboess, "I Can't Stop Loving You" by Ray Charles, "J'entends siffler le train," Richard Anthony (Columbia), "Clair de lune a Maubeuge," Pierre Perrin (Ricordi), "The Kissin' Twist," Jack Hammer (Ronnex), "Chariot," Petula Clark (Vogue), "Speedy Gonzales," Pat Boone (Dot), "Telstar," The Tornados (London), "Love Me Warm and Tender," Paul Anka (R.C.A.), "Good Luck Charm," Elvis Presley (R.C.A.), "Every Night," Anka, "She's Not You," Presley, "Ya Ya," Joey Dee (Roulette), "The Peppermint Twist" (also Dee), "Sherry," The 4 Seasons, or will it be Johnny Halliday with "Retiens La Nuit" and "L'Idole des Jeunes" (Teenager Idol), or maybe Robert Cogoï with "Si un jour" or "Pardonnez-moi Seigneur"?

Perhaps, the most rational and practical way of dealing with the problem of selection is to list the titles which have been earmarked as bestsellers by the most important record firms. There is however no point in quoting sales figures.

As far as '62 hits are concerned with the Gramophone group, one could start with Chubby Checker's "Let's Twist Again," leading by a short neck Gilbert Bécauds "Et Maintenant." They follow, in order of their appearance on the market: "Zwei kleine Italiener" (Connie Froboess), "J'entends siffler le train" (Richard Anthony, from July onward), "Desafinado" also by Anthony; "Ca sert a quoi l'amour?" (Edith Piaf and her husband Theo Sarapo). Ranking high in December were Desafinado, Ca sert a quoi l'amour, The Next Time (Cliff Richard-Columbia), Dear Lonely Hearts and Sherry, by Les Chats Sauvages.

Bestsellers with Palette are of course The Cousins. In order of preference: "When the Cousins Come

Twistin' In" "Hey Mae," "The Peppermint Twist" and presently "Lawdy Lawdy" and "Sweet Virginia." Young Flemish crooner Will Tura is also a certainty for the hit parade. This year he was tops "Hey Hey" and recently "Eenzaam zonder jou." Other hits: "Tango Italiano" (Reg Owen and other versions), Wim Lieven with "Herderskoning" and "Maria's Kind," Bobbejaan Schoepen with "Die ene kleine traan" (Flemish version of "A Little Bitty Tear"). Speaking about Socolisc, it has done well during the last year with the following numbers: "Norman," Sue Thompson; "Mr. Paganini," Ella Fitzgerald; "The Longest Day," Mitch Miller; "Like I Do," Nancy Sinatra, (Reprise); "Desafinado," Ella (Verve), "Everybody's Twistin'," Frank Sinatra (Reprise); "Desafinado," Stan Getz and Charlie Byrd (Verve); "Misty," Sinatra (Reprise).

Moonglow tells us its best sales were with: "Tango d'Amore," by Rocco Granata; "La Spagnola," Angelo Biondi; "Ich bin immer verliebt," Rocco Granata, "Beona notte Bambino," Angelo Biondi and "Luna Rossa" by Bob London.

Three stars with Philips reached top sales: Soeur Sourire, Johnny Halliday and Robert Cogoï. "Sister Smile," a humble little nun in a convent in the French speaking part of Brabant province, produced a very successful LP. She also did well with an EP "Soeur Sourire." Johnny Halliday, idol of the French speaking audience at most, reached the hit parade with numbers like "L'Idole des Jeunes," "Retiens la nuit," "Let's Twist Again" and others. Robert Cogoï who is new in the trade and who earned himself a Grand Prix des Variétés in Ostend, has scored heavily with his number one: "Si un jour." Now have followed "Pardonnez-moi Seigneur," "Si je t'ai fait de la peine," "Donne-moi ta jeunesse." Among other Philips-bestsellers: "Take five" by Dave Brubeck; "Une petite fille," Claude Nougaro; "Paradiso" and "Brandend Zand" by An-

neke Grönloch, "Och was ik maar bij moeder thuis gebleven" and "Daar mag je alleen maar naar kijken," both numbers sung by Johnny Hoes.

Top of the list with Siemens are: Freddy Quinn, Marcel Amont and Les Compagnons de la chanson. Some hit numbers of this firm: "Le Mexicain," Marcel Amont; (EP); the LP "Freddy auf hoher See" and an EP by Les Compagnons de la chanson with "Kalinka" and "Les compagnons de la Marjolaine." Singles: Alo Ah, "Und das weite Mehr," "La Paloma" and "Nur der Wind," all by Freddy Quinn; "Yours and Yours Alone," Kenny Chandler (Coral); "Petit Gonzales," Danyel Gérard; "Op zwier nr I," Oscar Denayer; "So Deep," Brenda Lee (Brunswick), "Violino Tzigano," Connie Francis (M.G.M.) and the Flemish hit: "Rik van Looy," by Franky Bodet.

Discobol only provides three titles of fantastic bestsellers: "The Peppermint Twist," and "Ya Ya," by Joey Dee (Roulette) and "Sherry," by The 4 Seasons (Imperial).

Two great names with RCA, of course: Elvis Presley and Paul Anka. Sales, pertaining to a specific period would be in the following order: "Love Me Warm and Tender" (Anka), "A Steel Guitar and a Glass of Wine" (Anka), "Good Luck Charm" (Presley), "Every Night" (Anka) and "She's Not You" (Presley). LP's: "GI Blues" (Presley), "Blue Hawaii" (Presley). Van Cliburn has reached impressive figures in the classic domain with an LP, featuring Beethoven's Concerto nr 5 and Tchaikowsky's concerto nr. I.

Anvers-Radio looks back with satisfaction on results obtained with its records. Titles are: "Les millions d'Arlequin," Francis Linel (Ricordi); four big numbers of Ray Charles: "I Can't Stop Loving You," "Georgia," "You Don't Know Me" and "You Are My Sunshine" (all on ABC-Paramount); "Sheila" by Tommy Roe (ABC-Paramount); "I'm Gonna Knock on Your Door," Eddie Hodges (Cadence); "Tyl de Flandre" and "La Fayette" by the girls choir Les Ginn's (Dueretet-Thompson); two numbers of Camillo Felgen: "Petit Bonhomme" and "Est-tu seul mon amour" and last

but not least: "Clair de lune a Maubeuge" by Pierre Perrin (Ricordi).

Show-records a content with Alberto Cortez, "Comme une Sérénade" and "Napolitana." The following Cameo-Parkway disks, distributed jointly with Artone-Holland in Belgium "Limbo Rock" (Chubby Checker), "Ride" (Dee Dee Sharp), "Don't Hang Up" (The Orlons) and "Recado Bossa Nova" (Zoot Sims) have already sold well. Not to forget: The Upa's with "Donna Maria," Jo Pira, with an accordion-record "Simonette-wals"—"Raket mars."

Ronnex lists big hits with "The Kissin' Twist" and "The Wiggle," two bestsellers by Jack Hammer.

Vogue has scored highly with: "Chariot," "Monsieur" and "Coeur blessé," the three by Petula Clark; "Cuando Calienta el sol," Los Marcellos Ferrial; "Tous les garçons et les filles"; "Jezebel," The Everly Brothers (Warner Bros); "Little Diane," Dion; "How Can I Meet Her," The Everly Brothers and "Let's Go" by The Routers.

On Fonior's list of hits one finds: "Let's Dance," Chris Montez (London); "Telstar," The Tornados (London); "The Loco-motion," Little Eva (London); "San Antonio Rose" (several versions); "Non Monsieur," The Machucambos (Decca); "Le jour le plus long," Dalida (Barclay); "Speedy Gonzales," Pat Boone (Dot); "L'Amour et la guerre"—"Les Comédiens," both by Charles Aznavour; "Albert t'exagère," Eric Genty (Decca); "Cuando calienta el sol," Los Machucambos (Decca); "Euphrasie van Doemelen," The Strangers (Decca), "Cuando Cuando," Pat Boone and "Tango Italiano," by Caterina Valente. EP-best sellers: "Le play pays," Jacques Brel; "Le jour le plus long," Dalida; "Les Comédiens," Aznavour and "Non monsieur," Los Machucambos.

The best numbers of Sobedi are: New Tone-Label: "Mad Madison," The Rubby's; "Cuando calienta el sol," Los Tres Sombreros and "Kuku Yango ana kcfa," also by The Rubby's; on Olympia-label: "Ik zie die witte wolken gaan," Annie Heuts and "Toi," by Jean-Marc Bertrand.

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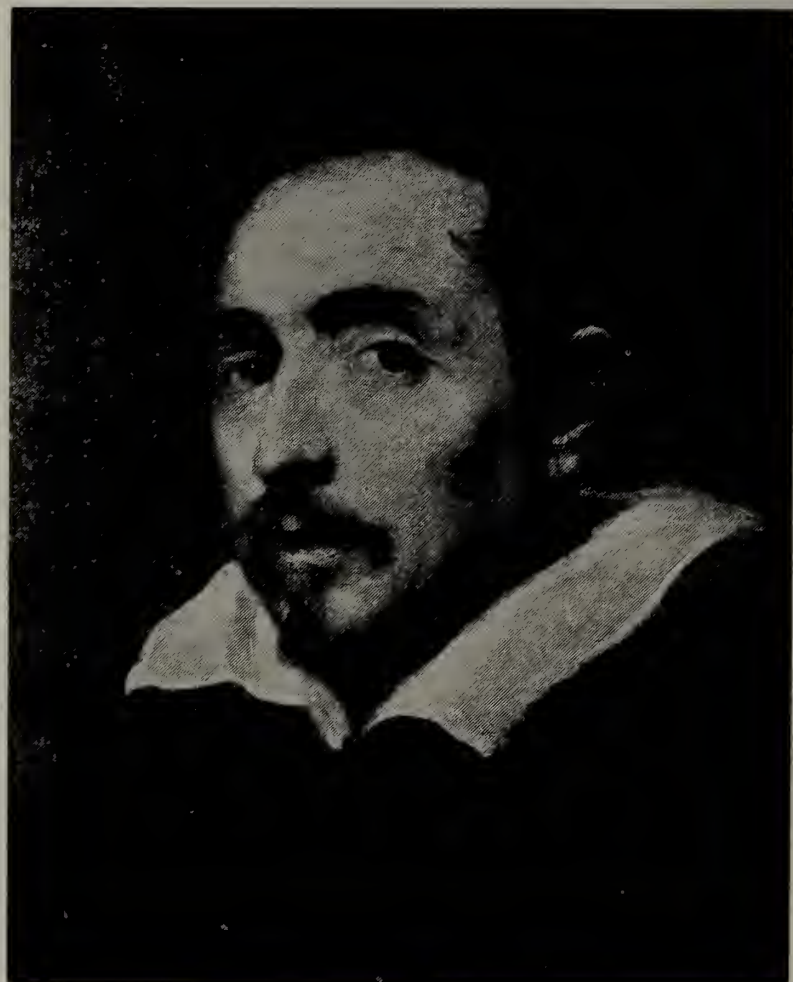
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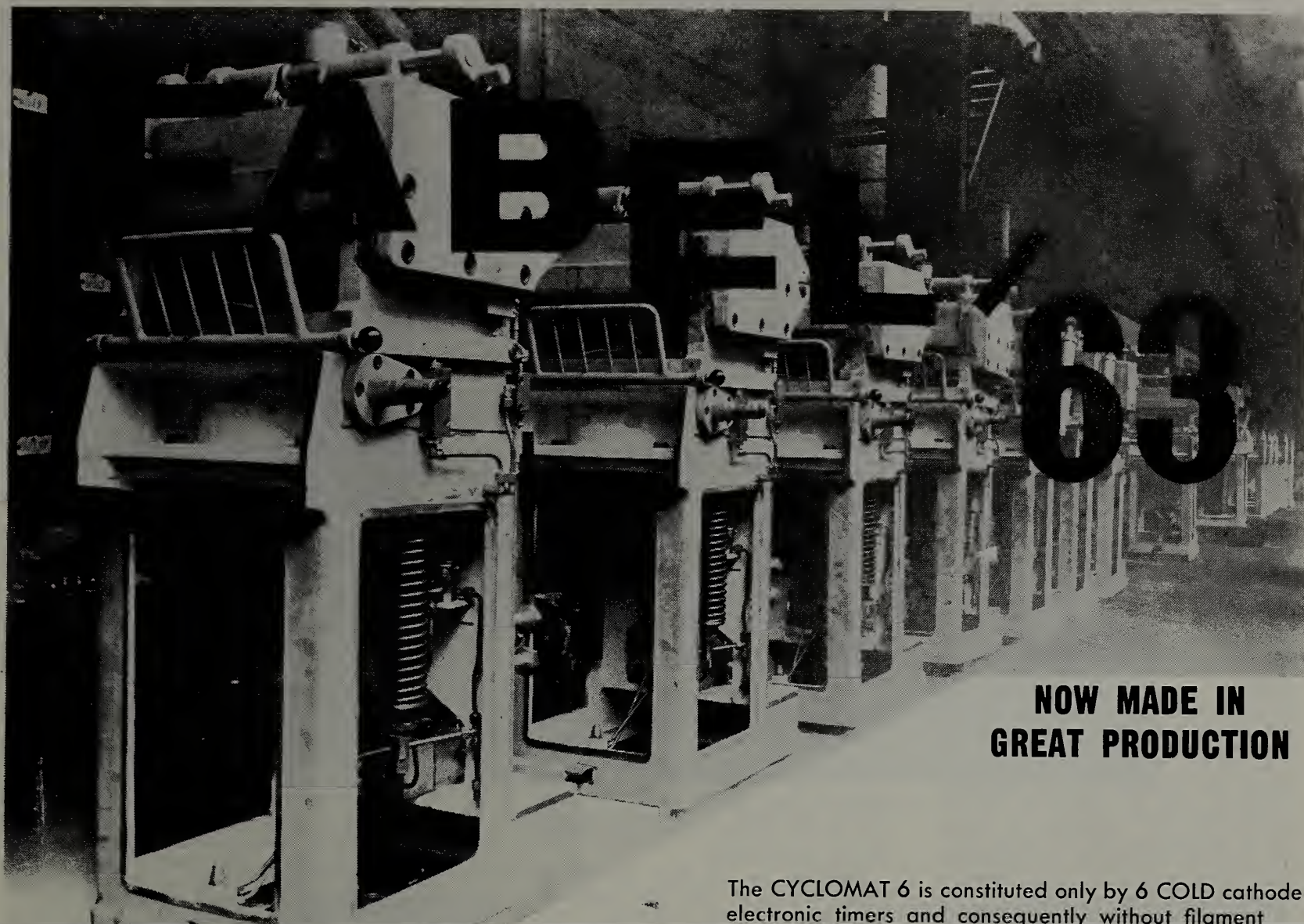
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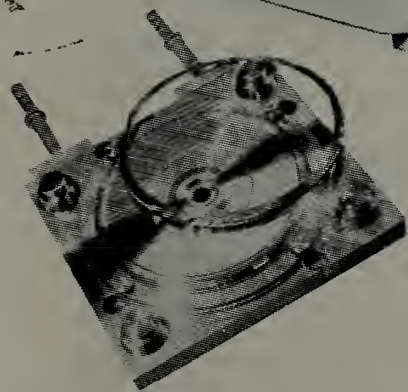
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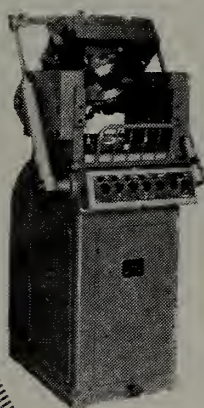


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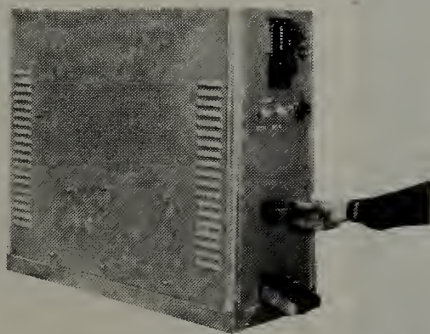


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# A BELGIAN RECORD ENTERPRISE

Belgium, situated exactly between the three greatest occidental races: Latin, Germanic and Anglo-Saxon, constitutes the turning disk of Europe. It is open to all influences. It is the heart of the Common Market. It is at the point of the exchange between Europe and America.

It is in Belgium for instance that the records' market looks like the American market most (preponderance of the 45 r.p.m. singles, of which the number is considerable: 40,000 for 10 million inhabitants, etc.). It is in Belgium also that a double records' enterprise was founded, more than 30 years ago, by a dynamical and daring young man, E. W. PELGRIMS de BIGARD: The one named FONIOR was set up for the edition, import and distribution of records. The other named FABELDIS was set up for the manufacture of records, and, for the last few years, also for the manufacture of presses for records and equipment of records' plants, following new techniques.

FONIOR started in a modest way by importing in 1929 a few DECCA records, first from Great Britain, afterwards from France and Germany. It proceeded very soon to make local recordings and acquired rapidly a preponderant place on the Belgian market. Later on, after the first experience, its founder E. W. PELGRIMS de BIGARD, created companies and factories in other European countries, such as "SOCIETE FRANCAISE DU SON", distributor in France of the international DECCA since 1947, the company "DURECO" of Amsterdam and even companies in Africa, where a model factory was established in Leopoldville pressing records for all labels sold on the African continent. Another firm was set up in Casablanca and soon a new factory will rise in Brazzaville, to cover all the countries of the French African Community. Important chains of retail shops strengthen the distribution networks created for distribution and wholesale.

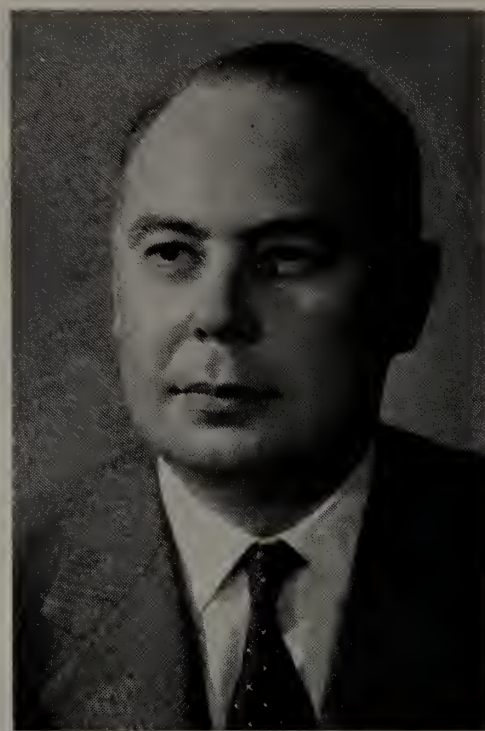
It is the most striking example, no doubt unique, of a complete activity in the field of the record in vertical direction, from the construction of the machines, intended for the manufacture, to the retail sale of all records labels.

The Belgian company FONIOR remains however the soul of all the new new enterprises set up afterwards and not ceasing to grow each year. FONIOR distributes in Belgium, for more than thirty years already, the European DECCA catalogue and an important number of American labels, combined on LONDON label. Under these BIGTOP, CARLTON, CHALLENGE, FELSTAD, GUYDEN, DOT, MONUMENT, SPECIALTY, SUN, etc. must be mentioned.

The great French label BARCLAY has also chosen FONIOR, like its daughter-company DURECO of Amsterdam, to ensure a large distribution in the Benelux countries. The combining of all these catalogues has induced FONIOR to create several chains of distribution, totally independant. The artistic and commercial services work in competition, necessarily creating an emulation.

The Commercial Direction, sustained by a Promotion Department and an Office of Press and Public Relations, is the most important and best equipped of the country. This enables to include new foreign catalogues in the whole and ensure the best possible distribution, following the opportunities.

FONIOR has also been the first to create, as soon as 1934, local repertoire, proceeding to its own recordings. It has always been at the head for this genre of repertoire. Its recordings have at the moment taken such extent that these are no longer only exploited within its frontiers, but are reproduced in all Europe and as far as the United States and Canada under labels DECCA, LONDON, BARCLAY, etc.



E. W. PELGRIMS de BIGARD  
CHAIRMAN of S.A. FONIOR

FONIOR possesses at the moment two recording studios, each having its technicians. These studios are taken for the best equipped of Europe, function without stopping, as much for the production of FONIOR as for that of foreign trade marks. They are often booked several months beforehand by the most important German, French, British, Italian, Spanish, Dutch, Swiss, Greek, etc. firms.

A few American editors have chosen the FONIOR studios and Belgian orchestras to realize a repertoire of L.P. albums at much more interesting conditions than could be obtained in the United States.

Numerous recordings of African music, intended not only for Africa, but for all black populations of the world, have been made in Brussels. The best black orchestras are selected in the heart of Africa and transported by plane to Brussels.

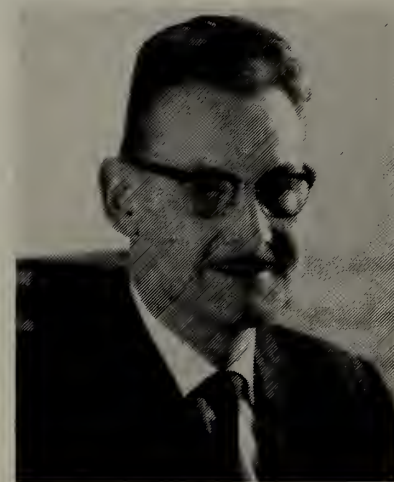
The repertoire "AFRICAN JAZZ" and "O.K. SURBOUM JAZZ", embodying the typical dance music of the African continent, are sold in almost all the corners of the world.

FONIOR, one of the oldest record firms of Europe, is also one of the most dynamical ones, by its will to grow without ceasing, its facility of adapting itself to new circumstances and its unshakable belief in the future of the record.

So many years of acquired experience in all the branches of the record have naturally induced E. W. PELGRIMS de BIGARD to take upon himself, since 1956, the Presidency of the Trade Association of the Record. This professional organism groups all the Belgian firms active in the record branch.



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GENERAL VIEW OF STUDIO A

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# BELGIUM — Best Sellers 1962 BELGIUM — Artist Bios

(FLEMISH)

1. *Zwei Kleine Italiener* (Conny Froboess/Electrola) (Frankie Music/Antwerp).
2. *Lef's Twist Again* (Chubby Checker/Columbia) (Belinda/Brussels).
3. *Love Me Warm And Tender* (Paul Anka/RCA) (Spanka/Brussels).
4. *Ya Ya* (Joey Dee And Starlites/Roulette) (Petula Clark/Vogue) (World Music/Brussels).
5. *Do You Want To Dance* (Cliff Richard/Columbia) (Mellin/Brussels).
6. *Speedy Gonzales* (Pat Boone/Dot) (Bens Music/Brussels).
7. *Chariot* (Petula Clark/Vogue) (Ed. Lido/Brussels).
8. *La Paloma* (Freddy/Polydor).
9. *Walking Back To Hoppiness* (Helen Shapiro/Columbia) (Ardmore & Beechwood/Brussels).
10. *I Can't Stop Loving You* (Ray Charles/ABC Paramount) (Acuff-Rose Music Benelux/Brussels).
11. *Mexico* (Bob Moore/London) (World Music/Brussels).
12. *She's Not You* (Elvis Presley/RCA) (Belinda/Brussels).
13. *A Steel Guitar And A Glass Of Wine* (Paul Anka/RCA) (Spanka/Brussels).
14. *J'entends Siffler Le Train* (Ray Anthony/Columbia) (Ed. Lido/Brussels).
15. *Every Night* (Paul Anka/RCA) (Spanka/Brussels).
16. *La Novia* (Tony Dallara /Moonglow, Bobbejaan Schoepen/Decca) (World Music/Brussels).
17. *Romeo* (Petula Clark/Vogue, Rina Pia/Barclay) (World Music/Brussels).
18. *Good Luck Charm* (Elvis Presley/RCA) (Belinda/Brussels).
19. *You Don't Know Me* (Ray Charles/ABC Paramount) (Belinda/Brussels).
20. *Cuando Calienta El Sol* (Marco Remez/Discovog, Marcellus Ferial/Vogue) (Southern Music/Brussels).
21. *Little Sister* (Elvis Presley/RCA) (Belinda/Brussels).
22. *Telstar* (Tornadoes/Decca) (Ed. R. Luxemburg).
23. *Eso Beso* (Paul Anka/RCA) (Spanka/Brussels).
24. *The Fly* (Chubby Checker/Columbia) (Belinda/Brussels).
25. *Coterina* (Perry Como/RCA) (Class Music/Antwerp).
26. *Lef's Dance* (Chris Montez/London) (Chappell/Paris).
27. *Si Un Jour* (Robert Cogoi/Philips).
28. *Return To Sender* (Elvis Presley/RCA) (Belinda/Brussels).

(WALLOON)

1. *Viens Danser Le Twist/Lef's Twist Again* (Johnny Hallyday/Philips, Chubby Checker/Columbia) (Belinda/Brussels).
2. *Ya Ya* (Joey Dee And Starlites/Roulette, Petula Clark/Vogue) (Southern Music/Brussels).
3. *Un Clair De Lune A Maubeuge* (Bourvil/Pathé) (Moderny/Mouscron).
4. *Can't Stop Loving You* (Ray Charles/ABC Paramount) (Acuff-Rose Music Benelux/Brussels).
5. *J'entends Siffler Le Train* (Richard Anthony/Columbia) (Ed. Lido/Brussels).
6. *Les Millions d'Arlequin* (Francis Linel/Ricordi) (Ed. Raoul Breton/Brussels).
7. *Romeo* (Petula Clark/Vogue) (Ed. Raoul Breton/Brussels).
8. *Retiens La Nuit* (Johnny Hallyday/Philips) (Peter Plum Publications/Brussels).
9. *Le Chariot* (Petula Clark/Vogue) (Ed. Lido/Brussels).
10. *Oh La La Louise* (Eric Genty/Decca) (Fonior/Brussels).
11. *Si Un Jour* (Robert Cogoi/Philips).
12. *Petit Gonzales* (Danyel Gérard/Polydor) (Caravelle/Brussels).
13. *Esperanza* (Nino De Murcia/Festival) (Peter Plum Publications/Brussels).
14. *Lecon De Twist* (Caterina Valente/Decca, Richard Anthony/H.M.V.) (Moderny/Mouscron).
15. *Shout* (Joey Dee And Starlites/Roulette) (Ed. Bens/Brussels).
16. *Every Night* (Paul Anka/RCA).
17. *Pardonnez-Moi Seigneur* (Robert Cogoi/Philips).
18. *When The Cousins Come Twistin' In* (The Cousins/Palette) (World Music/Brussels).
19. *Relax* (The Cousins/Palette) (World Music/Brussels).
20. *Ese Besa* (Paul Anka/RCA) (Spanka/Brussels).

## THE COUSINS

(Palette). Four boy-friends discovered at the club "Les Cousins" Grand'Place in Brussels. Their first record for Palette "Kili Watch" reached the charts immediately. It remained number one in the top ten for several weeks. The Cousins have been in the news again. After their Swedish tour, they have returned to Brussels, where they were met by Sonto Claus in the South Station. The colorful procession then toured the streets of the capital.

## WILL TURA

(Palette). Will Tura, just turned 21, has become one of the most popular Flemish crooners; in fact he has moved from La Panne on the coast to Kampenhout, nearer Brussels. He has recorded a number of singles, all appearing on the hit parade. When he started, his much younger brother Jon accompanied him. The latest Tura-hit in Belgium was "Hey, hey," which has been doing fine. Presently he will join the Belgian hit parade with "Eenzoom zonder jou" (Lonely without you).

## THE JOKERS

(Marshall). The Jokers no longer form a quintet, they have become a foursome. Their latest record with their new firm, Marshall-records—they have left Philips—is called "Caravan," also featuring "Daughter of the Moon."

## JACQUES RAYMOND

(Marshall). Jacques Raymond is considered one of the best Flemish newcomers. He won some fame by winning the "Ontdek de Ster" (Discover the star) contest at the Flemish television, a few years ago. Jacques was born on Oct. 13th, 1937. He is now on his way to European achievement with his first German language record "In diesem Augenblick" and "Sweet Florentine."

## CLARK RICHARD

(Ronnex). Clark Richard is Indonesian. Two years ago he was discovered in Holland—he had been living there with his mother, brothers and sisters—by Belgian impresario Dumitrescu. Since then, Richard has been with the sextet The Tropical Stars, and I wonder why he has not yet left the Belgian stage. This 19 year old friendly chap is checkful of talent and would undoubtedly make headway abroad. He has already done two records (H.M.V.) which didn't do very well, but he has scored with his latest recording for Ronnex "Come back to me" (on a Chopin theme "Tristesse") and "I'll Try." It's time for him to cross the border, to show what stuff he is made of.

## CHRIS ELLIS

(Marshall). Chris Ellis (22) until recently was best known as lady crooner with Francis Bay's radio-orchestra. She has now found another outlet and is very proud about her first German record "Das Glück in Yokohama" and "Nie geht die Liebe zu Ende." Three months ago she was in the news, while on a three day tour in Germany she had to stand in for still popular Zarah Leander, who had fallen ill. Chris did a good job.

## ALBERTO CORTEZ

(Show). Alberto Cortez is American born but has been living in Aarschot for years. Here he is still as popular as at the beginning. He has been on a successful tour of the America's. His latest record feature "Comme une Sérénade" and "Si tu veux."

## ROCCO GRANATA

(Moonglow). Rocco Granata really needs no introducing. His records "Marino" and "Manuelo" have been sold the world over in 1959 and 1960. He is only 24 and has already made a fortune with copyrights. His other records like "Pupeta" and "Tongo d'Amore," although less popular than Marina have sold very well. Now Rocco has his own musical production. First results: his "find" Angelo Biondi is doing well in Belgium with the performance of "Buona Notte Bambina" for which Rocco wrote music and text.

## CECILY FORDE

(Marshall). Cecily Forde, born in Trinidad, now seems firmly rooted in Belgium. A number of years ago she successfully performed as jazz singer with Bill Coleman's orchestra in Paris. Though she prefers sheer jazz she scored a commercial hit two years ago with "J'en ai marre de l'amour." She has now done a complete jazz LP with her new firm (Marshall); "Like someone in love." It's a smooth performance.

## ROBERT COGOI

(Philips). Robert Cogoi has proved a true revelation in the domain of French language songs in this country. After having won a variety award with "Si un jour" he has now recorded the song with Philips. It is now near the top both in Belgium and France. "Pardonnez-moi Seigneur" is following hotly in its tracks. Robert is the son of a Yugoslav miner who came to live in Couillet in 1933.

## JACK HAMMER

(Ronnex). Jack Hammer, a colored boy, once with The Platters—so he said—also abides in Belgium. Two of his biggest hits here are "The Kissin' Twist" and "The Wiggle" for Ronnex. He seems to be heading for success again with "Espona te quiero."

## BOBBEJAAN SCHOEPEN

(Palette). Bobbejaan Schoepen, former yodeling whistler is now in business. He owns a big eating and relaxing place at Lichtaart, where he gives performers of his native soil a chance. He is still very popular in Flanders and also abroad, having been on a very successful tour in America.

## DIGNO GARCIA

(Palette). Digno Garcia, a South American who found a second home in Belgium, started as a harpist with the Los Paraguayos trio, which has undergone a number of changes since. He is married to a girl of Geraardsbergen (Grammont) where he and his wife live. He is still very popular here and has his own duo, called "ye sus carias."

## ANGELO BIONDI

(Moonglow). Angelo was born in Mazarino, a small village in Italy, on the 18th of April 1932 and sprung from a poor family with 9 children. The father was a miner in a sulphur mine. Only eleven years old, Angelo was dotingly fond of music and he sang already on wedding parties and all kind of festivities. However, from poverty his family went to Catania, where Angelo became a help to a bricklayer. In the evening he sang and played his music on the streets. After a poor life in Catania, he went to Livorno where he announced himself as an amateur music-hall artist. He obtained a pretty success and after a while, he left Livorno, came to Belgium and felt himself at home in Antwerp, where he plays and sings in the restaurant Napoli. Thanks of the manager of Moonglow records, a couple of recordings could be made, which met with a very kind approval and also Rocco Granata himself wrote a song, especially intended for Angelo: "Buona Notte Bambino" which is in the hit parade here.

## TOP RADIO PROGRAMS

(Brussels-Flemish)

### TENSTAR

Frequency: fortnightly  
Average listening figure: about 500,000

Duration: three quarters of an hour

Producer: Ward van den Bogaert

### TUSSES TIEN EN TWINTIG

Frequency: fortnightly  
Average listening figure: about 500,000

Duration: three quarters of an hour

Producer: Guy Mortier

### DE CHARME VAN HET CHANSON

Frequency: weekly

Duration: half an hour

Producer: Johan Anthierens

### DE ONTBIJTCLUB

Frequency: weekly

Duration: one hour

Producers: Ward van den Bogaert

and Bob Boon

### ROOM OF CITROEN

Frequency: weekly

Duration: half an hour

Producer: Guido Cassiman

In all these cases: company and address is: Belgische Radio en Televisie, Eugène Flageyplein, 18, Brussels 5.

## TOP RADIO PROGRAMS

(Brussels-Walloon)

### LES 230 MINUTES

Frequency: weekly  
Duration: four hours  
Average listening figure: 2,000,000

Producer: Jean-Claude  
Company and address: Radio Television Belge, place Flagey, 18, Brussels 5.

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## TOP TV PROGRAMS

### SHOWNIEUWS

Frequency: fortnightly  
Average viewing figure: 2,000,000  
Duration: half an hour  
Producer: Staf Knop  
Company: Flemish Television  
Address: Vlaamse Televisie, Eugeen Flageyplein, 9, Brussel 5.

### LEUKE PLAATJES (new disks)

Frequency: fortnightly  
Average viewing figure: 2,000,000  
Duration: ½ hour  
Producer: Frans Romeyns  
Company: Flemish Television  
Address: Vlaamse Televisie, Eugeen Flageyplein, 9, Brussel 5.

### CANZONISSIMA

Frequency: weekly  
Average viewing figure: 2,500,000  
Duration: 1 hour  
Producer: Bob Boon  
Company: Flemish Television  
Address: Vlaamse Televisie, Eugeen Flageyplein, 9, Brussel 5.

### (French Speaking Section)

### ALL THAT JAZZ

Frequency: monthly  
Average viewing figure: 1,000,000  
Company: Belgian Television  
Address: Belgian Television, Place Eug. Flagey, 18, Brussels 5

## SUCCESSFUL BELGIUM MUSIC PUBLISHERS

### Class Music:

"Happy José (Ching Ching), "Renata," "Tango D'Amore," "Caterina" and "Janus pak me nog ne keer."

### Ardmore and Beechwood:

"Nut Rocker," "Bee Bumble"; "Cousine cousine," Les chats sauvages; "Sherry" (several versions); then three hits of Helen Shapiro: "Let's Talk About Love," "I Apologize" and "Walking Back to Happiness"; "Big Girls Don't Cry," The 4 Seasons and the world rights for "The Black and White Twist." Also for "Last Day," by The Karmeyns.

### Editions Primavera, Brussels

Most successful: numbers of "Soeur Socrire" (Sister Smile); "Si un jour," "Pardonnez-moi Seigneur"; "Toi qui regrette," Halliday; "Holly Polly Son," Isabelle Aubret; "Le Tourbillon," Jeanne Moreau; "Sidonie," sung by Brigitte Bardot; "Fallait-il," Edith Piaf and "Daar mag jij alleen maar naar kijken," by Johnny Hoes.

### Editions Moderny/Celtic/Coda, Moeskroen

In sub-edition: "Un clair de lune à Maubeuge," "Leçon de twist," "Petit Bonhomme," "Balade à Sylvie," "La marmite," "Pardon pour notre amour," "Enfant de Bohème," "Rosinia" and "Carnaval." Own edition: "Tchika tchika boum" by Los Pepitos, Lora Villa, Benito Cocos and others; "Garota de Paris," "Pourquoi partir, çà c'est pour revenir."

### World-Music, Brussels

The hits of Robert Cogoi, like "Si un jour," "Pardonnez-moi Seigneur" (World Music-Primavera); "Cuando calienta el sol," Los Hermanos Rigual, Digno Garcia (Palette) and others; "Relax" and "Robot," by The Cousins; "Hawaii Tatou," The Waikiki's; "Norman," Sue Thompson, "Les millions d'Arlequin," "Et maintenant"; "Mexico," Bob Moore; "La grosse noce"; "Gondoli Gondola," "Lesson One," Russ Conway; "I Can't Stop Loving You"; and The Cousins: "When the Cousins Come Twistin' In," "Hey Mae"; Will Tura: "Eenzaam zonder jou" and "Hey Hey."

### Editions Brauer

The most important: "Roses are Red," "A quoi ça sert l'amour?," "The Young Ones," "Things," "When the Girl in Your Arms is the Girl in Your Heart," "Twistin' the Night Away," "Voilà, Voilà," "Do You Want to Dance?," "Theme for a Dream," "We Say Yeah," "Only Love Can Break a Heart" and "Lovers by Night, Strangers by Day."

## BELGIUM

### Impresarios, Booking Agents, Managers

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Rue Valduc 79,  
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61 Avenue de la Poix,  
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54, Avenue des Arts,  
Brussels.

LUC ROY,  
70 Rue Paul Pasteur,  
Quaregnon.

GEO SIX,  
128 Avenue de la Constitution,  
Brussels.

STARS THEATERBUREAU,  
10 Boulevard Léopold,  
Bruges.

THEATRAL OFFICE DE BRUXELLES,  
128 Avenue de la Constitution,  
Brussels.

WELFARE SERVICE,  
821 Choussée de Wavre,  
Brussels.

### Peter Plum Publications

"Retiens la nuit," Johnny Halliday; "Alleluia," Charles Aznavour; "Esperanza," different versions; "Twist du Canotier," Maurice Chevalier and "Les Chaussettes Noires"; "Desafinado," (several versions).

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LEON DEWALLENS  
(Technical Manager)

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Just to have some idea of how FABELDIS understands the manufacture of this equipment, we are hersunder developing some important details which are contributing so much to her today's success.

The FABEL '63 press is extremely rapid in production—high quality, low price—the FABEL is beyond comparison with the outdated column type press and is years ahead of the more recent counter-weight type. The FABEL is precision designed for precision manufacture and is also mass produced and consequently all parts are interchangeable. Its unique principle—no cam-shaft, no motor, no slide, no counter-weight, constitutes an *evolution in design*. On security, the FABEL is entirely automatic, all operations are pre-selected. No risks of accidents. The protection action of the grill is the only one officially approved by most exacting accident-prevention committees. Within 2 or 3 days, any operator can be fully trained to operate the machine.

Cyclomat 6 is constituted only by 6 cold cathode electronic timers and consequently without filament. The starting of the cyclomat 6 is instantaneous without any mechanical movement, resulting in a succession of absolute precision cycles.

The last new-born achievement is the FABELAL pre-heating oven for vinyl material. This design is a real hit in this field. No similarity with any existing oven in regard to price and production rate. The FABELAL is of the hot air blowing system, comprising 5 tunnels, of which the top and bottom ones are inlet chambers, the middle one is the blast chamber, and the 2nd and 4th constitute the slip tunnel, along which the recipients move. The hot air is blown upwards in the first stage and downwards in the second one. The result is a regularity of heating never before attained. The oven is fully heat-insulated resulting in only intermittent heating of a total power of 2 kw. Complete recuperation of the calories is made through closed circuit.

The "FABELDIS GROUP" is also proud to produce a complete series of equipment, starting with the FABELBO 10" and 12" edging machines, the principle of which is unique. The record is not clamped but simply placed, and is held in position by depression. A heated cutter ensures clean cutting without burrs. Every operation is completely automatically.

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Once more, the most important thing that happened in our record industry, during this year, was the policy of increasing prices. Our companies raised the prices three times during the past twelve months, and doubled them. It's easy to predict that this policy will continue in 1963, causing an irreparable loss to industry itself, because the sales are already going down—an inevitable consequence of the constant "going up" system, headed in Brazil by two of the most important companies E.M.I. and RCA.

Fortunately, at the same time, our companies reached a new and solid position in the foreign market, as a result of the good technical quality of our records, specially in the LP field. England welcomed our albums with enthusiasm, comparing them with the best pressed in any part of the world. Latin American markets are favourable and Brazilian records are being exported to several countries, with very encouraging sales. And "Bossa nova" opened the doors in the United States, until now almost completely locked to Brazilian music.

Now, with Dot pressing RGE Records produced in Brazil, and RCA doing the same, we can expect much better results for the next year.

1962 hailed Copacabana as the most important Brazilian Record Company of the year, since its records reached constantly the top of our charts, specially AMOR—with Silvana and Rinaldo Calheiros and Suave E A Noite (Tender Is The Night) with Moacyr Franco. These two records spent 32 weeks on top of São Paulo's charts (Amor 18 weeks and Tender Is The Night 14 weeks). And another record of Silvana & Rinaldo has been on top for four weeks: the old tango Donde Está Corazon. Companhia Brasileira De Discos—(Philips subsidiary) toward the end of the year, had an incredible impulse and climbed to the top of our charts with a Brazilian samba, recorded by Noite Ilustrada, intitled "Volta Por Cima" and placed other records on our charts, during the year, specially Silvinho's Quem E and Ray Charles' "Stella By Starlight" and "I Can't Stop Loving You."

Once more, Columbia (now CBS) was represented in our charts, by Ray Conniff. The album's Continental is 1962's best seller among the LPs. Sidney, the pianist, achieved great popularity during the year, with the two albums "Isto E Dança" (This Is Dance) numbers One and Two. At the end of November, Columbia released the number Three, with much less interest of our public.

Audio Fidelity deserves special mention too, because it won the fight for Reprise's representation in Brazil. During the past four months, a great many of Reprise records have been released. And naturally, the most popular of them are those with Frank Sinatra—one of our public's favorites.

Odeon (E.M.I.) was represented on our charts with several hits, specially "O Trovador De Toledo"—(Brazilian version of "L'Arlequin de Tolède) with Gilda Lopes, Leva Eu Sodade—with Nilo Amaro & Seus Cantores de Ebano and more recently, O Rei Do Gatilho, with Moreira da Silva. Odeon

completed this year, fifty years of continuous activities in the record business.

Chantecler declined a bit, compared with 1960 and 1961, when the label was on the top of all charts. In 1962, Chantecler lost the top position, but still had some smash hits, the greatest being Poema, with Renato Guimaraes. Special mention to the group The Jet Blacks.

RCA Victor once more had in Nelson Gonçalves her top artist. Special mentions to Angela Maria and Carlos Gonzaga in the national field and to Ray Ellis and Paul Anka among the International artists.

Fermata with Chubby Checker and Bobby Darin records, has been on all charts all over the country, during the whole year.

RGE Records had in Miltonho (Brazilian) and Billy Vaughn (International) its top record sellers. Raul Sampaio had an enormous success too, with Quem Eu Quero Nao Me Quer (The One I Love Don't Loves Me).

Musidisc with less presence in the charts, nevertheless continued to wax the best Brazilian LPs in technical and artistic quality. At the end of the year, Nilo Sergio released two albums of his new label, Nilser.

Continental Records had only one great hit during 1962: El Suco Suco, with Poly. Francisco Petronio's Records, Segredo and Bolero Triste, appeared in the charts, but didn't climb to the most important positions.

During 1962, several new labels appeared in our market. But only two deserves special mention: MGL—a Record Company from Minas Gerais Estate, and Albatroz. Both have offices in Rio de Janeiro and Sao Paulo.

Let's hope that in 1963, our Record Companies can operate without the constant necessity of raising the prices, perhaps the most important handicap they're having in the last year.

As we predicted last year, 1962 marked the complete disappearance of 45 RPM records, singles or EP's. The compacts took their place and nowadays not even one Record company is pressing 45 RPM records.

Another important fact concerning our Record Industry was the regulation by SUMOC (Currency and Credit Control Board) of profit transfers, through Ordinances 231 and 232, issued in November. These Ordinances established norms for registry of all foreign capital in Brazil and that held abroad by residents of this country, as well as remittance of profits abroad, and they are supplementary to legislation recently approved by Congress, limiting profit remittances abroad to 10 per cent on registered capital. These limitations are causing very serious preoccupations to the Record Companies, specially those which represents foreign labels. The remittance of royalties is getting more and more difficult, creating an almost desperate situation.

As you see, our Record Industry will have to face some very hard obstacles during the next year. It will survive, of course, because it's powerful and led by men of skill and experience. But the exchange with foreign companies will be severely injured, if the mentioned legislation stays as it is.

Shapiro Bernstein Hosts Trade



LONDON—Leon Brettler, Shapiro-Bernstein veep, and Al Gallico, general manager of the pubbery recently gave a party for the local music colony at the Dorchester Hotel. Shown (left to right) above are George Martin (EMI A&R), Brettler, Gallico, Cyril Shane (manager of the firm's London office), Johnnie Franz (A&R Philips) and chanter Matt Monro.

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## SCANDINAVIA — 1962

### JANUARY

The year started with the Supreme Court of Sweden presenting a highly interesting declaration re. mechanical licenses. NCB (Nordsik Copyright Bureau) in Copenhagen sued an importer of records since the importer refused to pay those licenses, pointing out that such licenses had been paid by the manufacturer in the United States, and that those licenses should not be paid twice. The Magistrate's Court in Stockholm did not agree with the importer, nor did the Lower Court of Appeals where the case also was taken up. However, the Supreme Court declared that "if the importer can present evidences that these licenses had been paid by the manufacturer, he should not have to pay the licenses once again." Everybody in record biz in Sweden followed the case with greatest interest.

Publisher Felix Stahl of Stockholms Musikproduktion in Stockholm and Atrium Musikverlag in Hamburg visited New York, where he founded an American publishing firm to be added to his other chain of publishing companies.

Top sellers on records in Scandinavia in middle of January included "Mandalay" with The Four Jacks on Odeon in Denmark, "Viimeinen Mõhikaani" (Da' Sprach' der alte Häuptling) with Brita Koivunen on Scandia in Finland, "Johnny Will" with Pat Boone on Dot in Norway, and "Sån't Ar Livet" (You Can Have Her) with Anita Lindblom on Fontana in Sweden.

### FEBRUARY

Philips-Fontana held a Scandinavian conference in Stockholm in the beginning of the month. A Gold Disk was presented to Swedish songstress Anita Lindblom for having sold 100,000 of her Swedish version of "You Can Have Her" in Sweden. Later on, she was presented another Gold Disk after having sold 100,000 of the same record in Denmark.

Viking Music, new record company in Norway, signs distribution contract with Philips in Norway—and for the rest of the world.

Scandinavians choose their songs for the annual Eurovision Song Festival to be held in Luxembourg in middle of March. The traditional 'scandals' follows. In Denmark the best song is withdrawn since the composer's name leaks out before the local festival takes place. In Sweden a good song is withdrawn when it is discovered that it has been played on radio (but with a different lyrics) once before, and later on the winning song is accused of being plagiarised.

The top sellers all over Scandinavia during February included "Elisabeth-Serenade" with Günter Kallmann Choir on Polydor in Denmark, Ray Adams on Broadway with "Violetta" in Finland, "Walk On By" with Leroy Van Dyke on Mercury in Norway and "Läs Inte Brebet Jag Skrev Dej" (Don't Read The Letter) with Siv Malmquist on Metronome in Sweden.

### MARCH

All Scandinavian countries began preparing themselves for the Scandinavian Championship of the Twist, to be held in Stockholm in middle of April. Music publisher Ake Gerhard-Larsson of Belinda (Scandinavia) AB, who also was the publisher of some of the top sellers with Twist music, arranged the whole thing.

Great activity was reported from Finland. Levytukku Oy, one of the veteran record companies and music publisher, celebrated its 30th birthday. Herman Sjöblom, 67, president of Oy R. E. Westerlund Ab since 1940 died. German composer Wyn Hop visited Helsinki for radio and TV performances. The Finnish Eurovision song "Tipi-Tii" was sold to many countries all over Europe long before the Festival took place.

American record label Liberty was made available in the Scandinavian countries by EMI.

For the second month, "Elisabeth-Serenade" with Günter Kallmann-

Choir on Polydor topped in Denmark, while "Tipi-Tii" sung by Marion Rung on Philips topped in Finland. The Norwegians preferred a local version of "Wings Of A Dove" with Grynet Molvig on RCA and Sweden had "Happy José" also known as "Ching Ching" as top seller.

"West Side Story" came to Scandinavia with the film opening in Stockholm, and a stage version opening in Copenhagen with touring American artists in the roles. Record companies reported growing interest in the music, particularly on LPs.

### APRIL

The Eurovision Song Festival, which took place in middle of March, began to show up on the charts. As usual, the juries in various countries missed the one and only song with real sales possibilities, Germany's "Zwei Kleine Italiener," a song that did very well all over Europe.

Commercial radio and the government of Sweden. Commercial stations outside the nautical three-miles border did well for years, particularly in Denmark where also government people appeared most friendly to those stations—until Sweden got such a station outside Stockholm. A 'made in Sweden' law presented by Danish government to the Danish Parliament suddenly made commercial broadcasting on international water illegal, thus making the Scandinavians the first nations in the world claiming they had legal ragights to control international water.

Swedish films' Ingmar Bergman has from time to time been criticized for many things, among others for being very sexy, they have received Oscar's and other international awards. The Supreme Court in Finland presented a brand new idea about those films by stating that "the film in itself is highly artistic, but the music in the film makes it very obscene."

Greta Garbo visited a dance school in Stockholm asking for instructions in Twist, it was reported.

For the third month Günter Kallmann-Choir on Polydor topped the charts in Denmark with their "Elisabeth-Serenade." In Finland, people bought the local Eurovision Festival song "Tipi-Tii" with Marion Rung on Philips, while the Norwegians favored "Sån't Ar Livet" (You Can Have Her) sung in Swedish by Anita Lindblom on Fontana. Leroy Van Dyke on Mercury topped the charts in Sweden with "Walk On By."

### MAY

Record people in Finland said they were very happy with the sales results so far during 1962. In Denmark and Norway record people had the same opinion, while Sweden was complaining about the worst year in history.

Norwegian record companies started a campaign to make people buy more local recordings, and feel a little less depending on the music taste as presented by Radio Luxembourg.

"Walk On By" in a local recording with The Clifters on Philips was the new top seller in Denmark, while Finland still preferred "Tipi-Tii" with Marion Rung on Philips, Norway bought "Good Luck Charm" with Elvis Presley, and so did the Swedes.

New record company Scan-Disc was organized in Stockholm. It was acting as a production company only, with record distribution handled by Sonet Grammofoon, AB. All or most of the artists at the former label BFB moved over to Scan-Disc.

### JUNE

Ray Charles and His Orchestra to Scandinavia for concerts and promotion of his records.

Swedish Parliament finally accepted the much criticized law against so called pirate radio stations. Sweden's Radio Nord got involved in a scandal and decided to stop its activity before the time (August 1) the government had decided.

(Continued on page Int'l 51)



## SCANDINAVIA—1962

(Continued from page Int'l 50)

Russian navy visited Stockholm, and interviewed by the dailies here, the sailors said that Twist is far from unknown in Russia, but not particularly popular, compared with dances as tangos and waltzes.

Cliff Richard on Columbia topped the charts in Denmark with "The Young Ones," while Nat "King" Cole on Capitol was top seller in Finland with "Signorina Capuccina." Elvis still topped in Norway with "Good Luck Charm," while Sweden had begun to prefer "Lesson One" with Russ Conway on Columbia.

### JULY

The British Pilkington Committee report on commercial TV was the number one discussion theme in Sweden. Observers who followed the whole thing finally declared that "the report didn't cause half as much in noise in England as it seems to have done in Sweden."

Denmark began to buy the Brazilian song "La Novia," of which there were two local recordings sharing the number one spot in the charts. In Finland "The Boulevard of Broken Dreams" with Lill-Jörgen on Columbia moved to the top while Elvis for the third month topped in Norway with "Good Luck Charm" and Ray Charles with "I Can't Stop Loving You" on Karusell made the big money in Sweden.

Making big money in Sweden . . . everybody had been complaining about the bad sales results, but suddenly as the summer came, all record people started looking much happier. Sales went up very quickly and everybody hoped the trend would continue also when the new season began in August/September.

### AUGUST

August 1 was the day when the commercial radio stations in Sweden and Denmark had to stop their activity, with one exception. A small Swedish station outside southern Swedish border continued, asking for a trial to get finally established whether the station, the way it was operated, could be declared illegal or not. Swedish government seems to have trouble as it had difficulties finding any chance to prosecute. Danish government preferred more drastic methods when it went out on international water and confiscated a ship sailing under Lebanese flag, broadcasting to listeners in Denmark.

German labels Tempo and Osca introduced in Denmark by the distributor of RCA.

"I Can't Stop Loving You" with Ray Charles on Karusell moved up to number one spot in the charts in Denmark while Pat Boone with "Speedy Gonzales" on Dot topped in Finland, Norway and Sweden,

### SEPTEMBER

Cameo-Parkway signed a deal in Scandinavia with Simon Brehm of Karusell, after leaving EMI, who had been its distributor.

It caused big headlines when it was reported (from Metronome) that EMI was planning to buy Metronome for a sum of around \$1,000,000. However, the months went on with very little happening and it was obvious that the affair had been discussed, but far from finished as the first reports said. About the same time came the news that Pve handled over their record distribution in Sweden to Philips-Sonora AB.

"Speedy Gonzales" moved up at the number one spot in Denmark with "I Can't Stop Loving You" with Ray Charles on ABC-Paramount topping in Finland, "Roses Are Red" with Bobby Vinton on Columbia on the top in Norway and "Dear One" with Larry Finnegan on HMV at the top in Sweden.

### OCTOBER

Philips in Norway changes the name of their record dept. to Norsk Phonogram A/S and A/S Proton changes to Siemens Norge A/S.

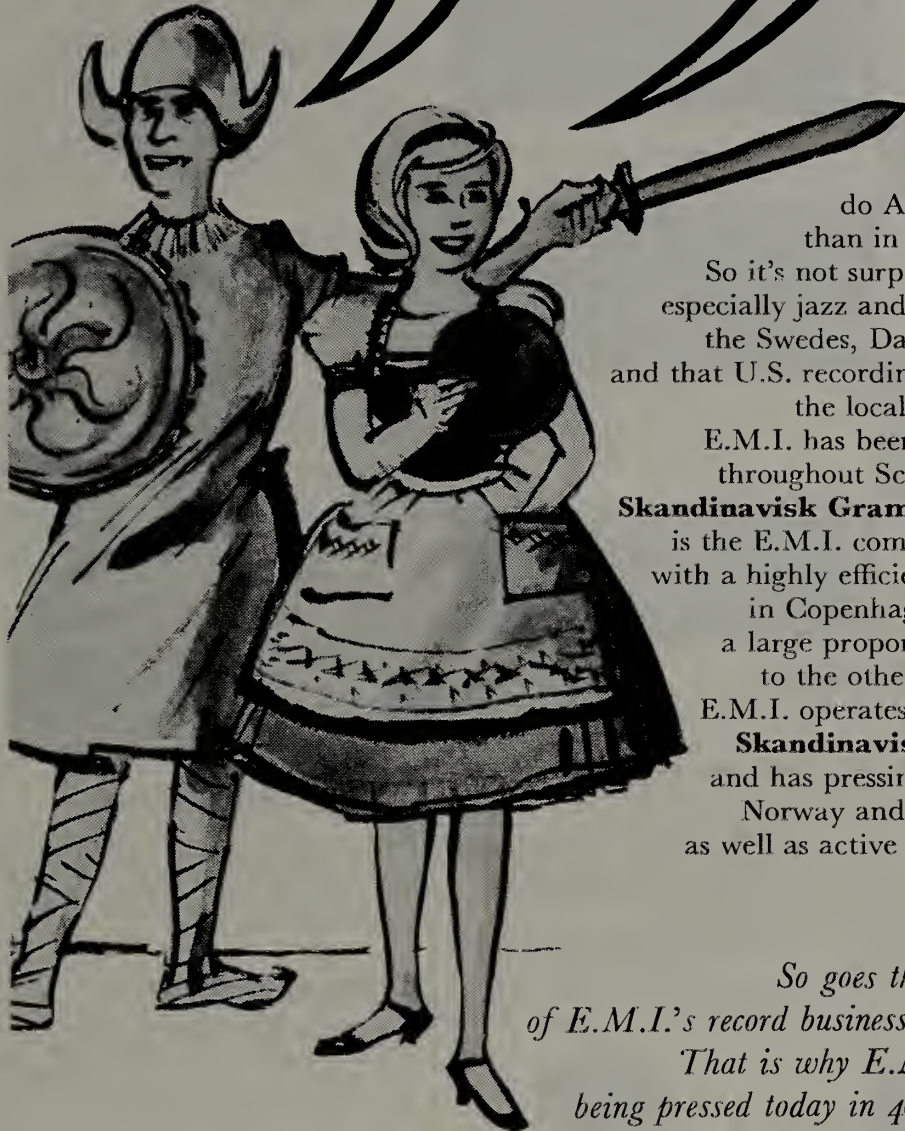
(Continued on page Int'l 54)

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## SWEDEN — Artist Bios

### ANNA-LENA (Metronome)

Singer. Real name: Anna-Lena Lofgren. Born in Stockholm May 1, 1944. Made her record debut with the Norwegian song "Regniga natt" at the end of 1961. The record became a top seller about a year after it had been released. She has been on tours, radio and TV in Germany, Norway and Finland. Sings in English and German.

### TOSSE BARK (RCA)

Singer, guitarist. Born in Eskilstuna Jan. 30, 1923. Radio debut in 1941 as member of Varat Gång (Our Gang). On stage in numerous shows. He has been in several motion pictures. Worked as musician in Denmark four years. Member of vocal group Flickery Flies since 1954. Contracted to RCA in 1958. He sings in English and Danish.

### INGER BERGGREN (HMV)

Singer, violinist, director of Music. Born in Stockholm Feb. 27, 1934. Graduated as director of music at the Royal Academy of Music in 1957. Has made numerous recordings and also appeared as restaurant entertainer. Represented Sweden in the Eurovision Song Festival at Luxembourg in 1962. She sings in English and German.

### LILY BERGLUND (Dux)

Singer. Born July 21, 1928. Miss Berglund made her debut at 11. Record debut in 1951 and has since then recorded more than 300 songs. Since 1962 with Dux. She has also appeared in motion pictures. Among tours abroad can be mentioned a tour in the USSR some years ago.

### THORY BERNHARDS (Record)

Singer. Born in Orebro Oct. 12, 1920. Record debut for Polydor in 1942 with "Stormy Weather." Has had her own orchestra in which she was vocalist and played trumpet. She has recorded in English but her top sellers have usually been Swedish songs. To new-founded label Record in Dec. 1962.

### ROLF BJÖRLING (Primula)

Singer. Born in Jankoping Dec. 25, 1928. Son of late Jussi Björling. Studies at Royal Academy of Music in Stockholm and for Dimitry Onofrey in the U.S. Made debut for Joker in 1960. To label Primula in 1962. On stage in Sweden in autumn 1962.

### BRITA BORG (Knappupp)

Singer, actress. Born in Stockholm June 10, 1926. Started as radio entertainer as member of Our Gang in early 40's. Has been on stage several times at the Ideon Theatre, Stockholm. Represented Sweden at the Eurovision Song Festival at Cannes in 1959. Sings in English.

### BORIS (Metronome)

Singer. Real name Boris Lindqvist. Born in Stockholm Dec. 22, 1940. After her record debut for Sonet some years ago she did well for some years in the rock n' roll field. Contracted to Metronome in 1962 and seems like a sure bet in the pop music field. Sings in English.

### TOWA CARSON (RCA)

Singer. Real name Birgit Anlet. Born in Eskilstuna March 31, 1936. After debut in a summer show in 1954, Miss Carson became vocalist with the Leif Kronlund Orchestra and made her record debut for RCA in 1956 with "Rock and Roll Waltz." She sings in English.

### THE COOL CANDYS (Dux)

Instrumental group, lead by Karl-Erik Anderson. The group originating from Lidköping in western Sweden with an average mid-age of 33 years, became the sensation of the year when they made their debut in 1962.

### BRITT DAMBERG (RCA)

Singer. Born in Koping Jan. 11, 1937. After debut in an amateur contest in 1954, Miss Damberg had various engagements until 1957 she began as vocalist with Seymour Osterwall's Orchestra. She has been on various labels until she joined RCA in 1961. She sings in English.

### BERTIL ENGLUND (H.M.V.)

Singer. Born in Ostersund May 22, 1936. Made his record debut for Sonora in 1956. Contracted to EMI in 1961. He has been on radio and TV in Sweden and Denmark, and has also been seen in motion pictures. Sings in English.

### ERNIE ENGLUND (Gazell)

Trumpetist. Born in Urbana, Ill. March 26, 1928. He made his record debut for Metronome in the middle of the 50's. "Cocktails For Two" represents his top seller on records throughout the years. Contracted to Gazell in 1959. Has been touring abroad.

### MONA GRAIN (Cupol)

Singer. Born in Västerås Oct. 27, 1941. At 14, she started singing to guitar at amateur contests. Got her big chance in a TV show in 1958, resulting in a record contract with Cupol. Has been touring Sweden, Finland and Norway. She sings in English.

### ANN-LOUISE HANSSON (Metronome)

Singer. Born April 4, 1944. Made her first recording for RCA in 1956. Later contracted to Metronome where her top sellers include: "Are You Lonesome Tonight," "Half As Much" and "Someone," all sung in Swedish.

### CARL-ERIK ISRAELSSON (Cupol)

Singer. Born in Stockholm Aug. 23, 1929. Well known athlete in Sweden between 1951-3. Record debut for Odeon with "Cool Water" in 1952. Since 1960 contracted to Cupol where he also works as publicity man of the company. Booking office, elstar Production AB, Stockholm.

### RUTH JACOBSSON (Primula)

Singer. Born in Jokkmokk Nov. 26, 1932. Studies at Royal Academy of Music in Stockholm and in Vienna. Two years at the Opera House in Graz, Austria. She has toured Yugoslavia, Italy and Germany. Made record debut in 1959. Since 1962, contracted to Primula where her first record was an LP with music by Puccini.

### ARNE LAMBERTH (Joker)

Trumpetist. Born in Mjølby Oct. 13, 1926. Studies at Royal Academy of Music, Stockholm. For years bandleader of Danish Broadcasting Co. in Copenhagen. After record debut for Phillips in 1956, he had several top sellers during the years.

### LILL-BABS (Karusell)

Singer, actress. Real name Barbro Svensson. Born in Jarvsö March 9, 1938. Made her record debut in 1955 for Karusell. In last years, she has also been recording for Polydor in Germany, and nowadays spends most of her time on tours on the European continent. Personal manager: Simon Brehm, Karusell Grammofon AB, Solna, Sweden.

### ANITA LINDBLOM (Fontana)

Singer. Born in Gävle Dec. 14, 1937. Danced classic ballet at age of 10. On stage at the Casino, Stockholm, in 1954. Since then on various stages in Sweden and Norway. She has also been restaurant entertainer in various countries in Europe. Record debut in 1956. Awarded Gold Disks in Sweden and Denmark for her Swedish recording of "You Can Have Her." Sings in English.

### LITTLE GERHARD (Karusell)

Singer. Real name Karl-Gerhard Lundkvist. Born in Västerås 1934. Made his record debut in 1958 as rock n'roll artist, but has changed to more conventional style and is one of the top selling artists in Sweden. Has made several tours abroad, mainly in Germany. Sings in English and German.

### LARS LONNDAHL (RCA)

Singer. Born in Stockholm Aug. 19, 1928. Started in a boy's choir in 1941. First recording contract was with Cupol in 1949. To Italy for song studies in 1954. With RCA since 1955. Has appeared in several motion pictures and on stage in musicals. He sings in English.

### LIL MALMKVIST (Scan-Disc)

Singer. Born in Landskrona Nov. 4, 1938. Sister of Siv Malmquist (see below). Made her record debut with "Stan's Don Juan" for BFB in 1961, since 1962 with Scan-Disc. Started making recordings in German in Dec., 1962. Personal manager: Torsten Adenby, Stockholm.

### SIV MALMQUIST (Metronome)

Singer. Born in Landskrona Dec. 31, 1936. Has been recording in Swedish, Danish, Norwegian, German, English, French and Dutch. Made her record debut for Metronome in 1955 with "Tweedle Dee." Has made a film in Denmark. At end of 1961 on stage in Finland. Personal manager: Börje Ekberg, Metronome Records, Stockholm, Sweden.

### PER MYRBERG (Metronome)

Singer, actor. Born in Stockholm July 11, 1933. Studies at the Royal Dramatic Theatre School in Stockholm. After some years with the Royal Dramatic Theatre, now on stage contract to Lilla Teatern in Stockholm. Played tenor sax at age of 16. Record debut as singer in 1961. Has appeared in several motion pictures.

(Continued on page Int'l 53)



# SWEDEN — Artist Bios

(Continued from page Int'l 52)

## POVEL RAMEL (Knappupp)

Singer, actor, composer, lyric writer. Born in Stockholm June 1, 1922. After record debut for HMV, he had several top sellers, particularly with his own songs. Has been with Knappupp since the company started and is vice-president of the company. Has made several motion pictures, and often appeared on radio and TV.

## GIT SHIELD (Trilola)

Singer, composer. Real name Margareta Silfver-sköld. Born in Worsow, Poland, Feb. 26, 1937. Swedish father, Polish mother. After art studies in France and Sweden, she began to sing, preferably her own songs. Has been vocalist with some well known Swedish Orchestras. Made record debut for Trilola in 1962 with her own song "Min första kärlek" (My First Love). Sings in Danish, English, French, Norwegian, Polish and Russian.

## ALICE BABS SJOBLOM (Polydor)

Singer. Born in Kalmar Jan. 26, 1924. Debuted at age of 12. Record debut for Sonora in 1939. Miss Sjoblom has been star in around ten motion pictures. Was member of The Sve-Danes, until the trio broke up a year ago. Contracted to Polydor in 1962.

## THE SPOTNICKS (Karusell)

Quartet lead by Bo Winberg (born in Gothenburg March 27, 1939). Made their debut with "Old Spinning Wheel," which they produced themselves, and which immediately became a top seller. They have quickly become international stars with their records on the charts in far away countries as Australia, Philippines, etc. Have made tours with TV and radio in France, England, Holland, Belgium and Germany.

## SVEN-INGVARS (Phillips)

Vocal and instrumental quintet. Original started as a quartet. Made sensation with their debut record, and have since managed to top the charts with every new record they make. Among the top sellers in Sweden in 1962.

## OWE THORNQVIST (Phillips)

Singer, composer. Born in Uppsala March 12, 1929. Studies at U. of Uppsala. Has made numerous recordings, mainly his own songs. In spring 1951 to Philips. On stage at Ideon winter 1961.

## CARLI TORNEHAVE (Phillips)

Singer. Born in Stockholm Aug. 26, 1932. Grew up in Copenhagen where his father was orchestra-leader. Made first public debut in Swedish Church in Copenhagen in 1946. Record debut in 1957 with "C'est la vie." Contracted to Philips in 1961. Has also appeared in motion pictures.

## THE VIOLENTS (Sonet)

Instrumental quartet lead by Hasse Rosén (born in Stockholm April 16, 1945). Made their record debut for Sonet in 1960 with the Swedish oldie "Alpens ros." The group has been touring Denmark, Finland and Germany.

## GUNNAR WIKLUND (Scan-Disc)

Singer. Born in Lulea 1935. Made his record debut for Karusell with "That's Amore" in 1954. To Scan-Disc in May 1962. Has been in motion pictures, radio and TV. Foreign tours include Finland and Norway. Makes his first German record in December 1962.

## JERRY WILLIAMS (Sonet)

Singer. Real name: Erik Fernstrom. Born in Stockholm April 15, 1942. Made his record debut in 1962 with "Darling Nellie Gray" followed by "Hello Goodbye," both top sellers in Sweden and Denmark. Has been touring Denmark, Finland and Germany.

## MONICA ZETTERLUND (Fontana)

Singer. Born in Hagfors Sept. 20, 1937. Parents were musicians. Made first public performance in 1951 singing the French song "Domino." Made a well known name as jazz singer in Denmark and Sweden. Record debut in 1958 with "Yesterdays." Toured United States three years ago, and among others, appeared in the Steve Allen Show. Since 1961 at the Fontana label. Stage debut in Stockholm in 1962.

## SWEDEN — Top Artistes of 1962

1	Elvis Presley	USA	234	points
2	Sven-Ingvars	Sweden	132	"
3	Leroy Van Dyke	USA	113	"
4	Ray Charles	USA	108	"
5	Cliff Richard	England	105	"
6	Chubby Checker	USA	101	"
7	Larry Finnegan	USA	90	"
8	Siv Malmquist	Sweden	89	"
9	Pat Boone	USA	84	"
10	Conny Froboess	Germany	77	"
11	Floyd Cramer	USA	76	"
12	Inger Berggren	Sweden	73	"
13	Brian Hyland	USA	69	"
14	Anita Lindblom	Sweden	67	"
	Jack Ross	USA	67	"

It seems as Swedish artistes are doing better and better for every year, there are four of them among the 'top 15' this year, against only three last year.

In altogether, not less than 58 artistes have appeared among the top ten at the charts week by week during 1962.

The charts in Sweden is more or less dictated by the SBC programs. The Swedish Broadcasting Company has started some programs in which teenagers are voting for 'the records we like best', and an observer following those weekly programmes has the feeling that SBC is doing its best to "kill" best sellers as quick as possible. It seems as SBC has made it to its main mission to make sure that there is as big change, and as quick change, as possible among the "top ten" every Saturday afternoon. Official sales figures reflects the opinion of the 400-piece jury in the SBC programmers—a record appearing among the radio's Top Ten very soon appear in the sales charts. On the other hand, a number one top seller who recently used to keep its number one position for week, maybe months,

might now stay as number one only for one or two weeks.

Teenagers/record buyers prefers recordings in English. In those SBC programmes it happens that some of the voting teenagers are interviewed about their opinion, and very often asked why they so seldom gives a Swedish language record a chance. "We understand the lyrics of a Swedish record" they say, "while not so many understand an English-language one, and that's why..." is the usual answer.

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## NORWAY — Artist Bios

### RAY ADAMS (Manu)

Singer. Real name: Ragnar Asbjornsen. Born in Oslo March 22, 1931. Made record debut for Polydor nine years ago, and has since then been with various labels until contracted to Manu in 1961. Some of his recordings in last years, particularly those in English, have made him famous all over Europe. A tour in the US is planned in Jan. 1963.

### PER ASPLIN (Triola)

Singer. Born in Tonsberg Aug. 10, 1928. Graduated as singing-master, he has also studied piano and music history. Record debut for Columbia in 1951, later to RCA before joining Triola. Member of the group The Monn Keys. Has appeared in motion pictures. Sings in English, German and Swedish. Booking thru Norsk Konsertdireksjon, Oslo.

### ARNE BENDIKSEN (Triola)

Singer. Born in Bergen Oct. 19, 1926. Originally one of the members of the vocal and instrumental group The Monn Keys, he has more and more made himself a name as an outstanding soloist and first class entertainer. Has been on tour in several countries in Europe and in 1962 also in the U.S. He sings in English and Swedish. Has appeared in motion pictures. Bookings thru Norsk Konsertdireksjon, Oslo.

### JENS BOOK-JENSEN (HMV)

Singer. Born in Stabekk/Oslo Nov. 14, 1910. After eight years of music studies in Oslo and Bergen, he started career as singer and musician. Stage debut at the Scala in Oslo in 1933. Made record debut for Columbia same year. Has run and managed theatres of his own for 25 years, among them 11 years with the Chat Noir. In 1958 awarded Gold Disk for having sold more than one million records for EMI during his career. Also a lyric writer, using the name of Peter Coab.

### NORA BROCKSTEDT (Karusell)

Singer. Born in Oslo, Jan. 20, 1923. Record debut for RCA in 1953 with "Do Do Do." Has often represented Norway in the Eurovision Song Festivals. Among top selling artists in Norway during 1962, Miss Brockstedt has made several tours abroad. She sings in English, German and Swedish.

### LISE BOTTS (Viking)

Singer. Real name: Anne-Lise Albatseord. Born in Mosjoen Feb. 19, 1946. Made record debut in 1962 for Viking in Norway and for Fontana in Sweden. Has been on TV in Norway and Denmark and once in a Eurovision program from Norway.

### HILDE CARIN (Columbia)

Singer. Real name: Magnhild Ljosnegard. Born in Bergen 21 years ago. Discovered in 1961 in a talent hunt arranged by daily paper Arbeiderbladet and record company Columbia (Iversen & Frogh A/S). Has done very well with her first two records, and is considered a coming name in Norwegian record biz.

### JACK DAILY (Viking)

Singer. Born in Charlestan, USA, May 20, 1932. Theatre school in Burbank. Private song studies. He has appeared in several motion pictures. Made his record debut for Triola in Denmark, later moved to Norway where he now lives permanently. Since 1962 contracted to Viking Music, where his "No Beer, No Wine . . ." was a top seller for several weeks during the autumn. Has been on radio and TV in Finland, Denmark, Sweden, Germany and Norway.

### SISS HARTMANN (RCA Victor)

Singer. Age 26. After record debut in 1956 for Odeon she became a popular record artist and stage entertainer all over Norway, and thru TV she has also become known abroad.

### JAN HOILAND (Columbia)

Singer. Born in Stavanger Feb. 6, 1941. Record debut for Columbia in 1959. Has had several top sellers, the most recent being "Mascow Nights." In second half of 1962 mainly on tour in Sweden permanently. Sings in English and Swedish.

### INGER JACOBSEN (Columbia)

Singer. Born in Oslo Oct. 13, 1923. Record debut for Telefunken in 1941. Has been on stage in show programs for five years, and on tours in England, Belgium and Holland. She sings in English and Swedish.

### KJELL KARLSEN (Viking)

Orchestra-leader, composer. Born in Sorpsborg 1931. Debuted as arranger for RCA in 1956. Left RCA in 1961 and founded Viking Music A/S. Started his big 17 piece band three years ago, now contracted to Norwegian Broadcasting Co. Composer of several top selling tunes, among others "Kom Sol, Kom Regn," Norway's entry in the 1962 Eurovision Song Festival at Luxembourg. Has composed music to several motion pictures.

### THE KEY BROTHERS (Triola)

Vocal group, a trio, debuting on records in 1961 for Triola in Norway and for Metraname in great parts of Europe. They sing in English, German and Swedish. Bookings thru Norsk Konsertdireksjon A/S, Oslo.

### ANN-KRISTIN MOLVIG (RCA Victor)

Singer, professionally known as 'Grynet' Molvig. Born in Ostfald in 1942. Made her record debut for RCA a couple of years ago, and one of the top selling artists on records in 1962. The first Norwegian artist to introduce RCA Victor (formerly only RCA) in Norway, at the end of 1962. Has made several tours abroad.

### THE MONN KEYS (Triola)

Vocal and instrumental group. Salvi Wang, Per Asplin, Arne Bendiksen and Oddvar Sanne. The group was founded back in 1952 by orchestra leader Egil Monn-Iversen. In last years they have had several top sellers all over Scandinavia. Have also appeared in motion pictures. Bookings thru: Norsk Konsertdireksjon A/S, Oslo.

### WENCHE WYHRE (Triola)

Singer. Born in Oslo Feb. 15, 1947. A teenage star who hit very quick from her start as a record artist. She has had several offers from other Scandinavian countries, mainly Sweden. Considered as a coming top name. Bookings thru: Norsk Konsertdireksjon A/S, Oslo.

### ALF PROYSEN (Phillips)

Singer and author. Born 1914. After debut around 20 years ago, he soon began to specialize in writing songs of folk-song type dealing with life in Norway before and now. His songs, often recorded by himself, but also by other artists, became very popular all over Scandinavia. In the pop field his "Tanga Far Twa" was an all-Scandinavian hit in 1960.

### WENCHE MYHRE (Triola)

A quartet of the same type as England's The Shadows. Members of the quartet are Arne Schulze (born Oslo 1945), Jan di Leggerini (born Oslo 1942), Tar Myrseth (born Oslo 1942) and Robert Kristiansen (born 1943). The group managed to get their debut record, released in autumn 1962, among the top ten on the charts, and created something of a sensation also outside Norway. Bookings thru: Norsk Konsertdireksjon A/S, Oslo.

### VIDAR SANDBECK (Phillips)

Singer. Born July 21, 1918. Has studied violin, among others. Made his record debut in 1959 with "Pengegaloppen," quickly an all-Scandinavian hit and translated into and recorded in English. He is mainly recording his own songs.

### PIA SKAAR (H.M.V.)

Singer. Real name: Anne Sofie Skarr. Born in Svalvaer April 3, 1938. Made record debut with the German song "Kamml Ein Schiff Nach Amsterdam" in Norwegian. Also popular entertainer in restaurants. Among her latest hits can be mentioned a Norwegian version of the Brazilian song "La Navia."

### ANITA THALLAUG (Nor-Disc)

Singer and actress. Born in Oslo Feb. 14, 1938. Music studies. Miss Thallaug made record debut in 1949, now under contract to Nor-Disc. Has been star in motion pictures in Norway and Sweden, and also often seen on stage. Sings in English, Italian and Spanish. Bookings thru: Norsk Konsertdireksjon A/S, Oslo.

### THE VAMPIRES (Columbia)

Instrumental group of six members. Another teenage group of The Shadows-type, debuting on records in autumn 1962 with "Loco-Motion." Have been much requested by arrangers all over Scandinavia and will start their first tours abroad in 1963.

### SOLVI WANG (Triola)

Singer. Born in Oslo Aug. 28, 1929. After song and piano studies, Miss Wang made her record debut for H.M.V. in 1951. Later member of the group The Monn Keys, but has reached fame in Norway as well as abroad as soloist. Has appeared in motion pictures. Sings in English, German and Swedish. Bookings thru: Norsk Konsertdireksjon A/S, Oslo.

### ASE WENTZEL (Odeon)

Singer. Born in Trondheim Jan. 2, 1924. After song studies she made her record debut in 1947 for Odeon. Has been touring most of the other Scandinavian countries. She sings in English.

## SCANDINAVIA-1962

(Continued from page Int'l 51)

Cupol introduces the American label Big Top in Scandinavia.

Pat Boone on Dot continues as top seller in Denmark with "Speedy Gonzales," with "The Boulevard Of Broken Dreams" with Lill-Jorgren on Columbia again on the top in Finland. Elvis is back on the top in Norway and Sweden, this time with "She's Not You."

Reports from record people in Sweden says that the trend from the summer of better sales has continued. On the other hand, reports from Finland says that "business has been better, much better."

### NOVEMBER

Warner Bros. Records changes distributor in Finland with Oy R. E. Westerlund Ab (HMV in Finland) taking over.

"Quando, Quando, Quando" with Teny Renis on HMV, Pat Boone on Dot and Dario Campeotto on Sonet the new number one top seller in Denmark. Finland listens to "Speedy Gonzales" with Pat Boone on London-Dot, while Norway continues with Elvis and "She's Not You." In Sweden, The Beach Boys on Capitol is top sellers with "Surfin' Safari."

A new record label appears in Sweden, Pirate Records, being distributed by Sonet Grammofon AB.

A new Danish musical "Teenager Love" becomes the sensation of the year at the stage in Copenhagen. The musical deals with pop music, and theatres from all over Europe are trying to get the rights. Imudico A/S, the EMI publishing house in Copenhagen, handles the sheet music.

### DECEMBER

Cadence recording artist Johnny Tillotson visiting Oslo and Stockholm on a promotion trip for his new record "Send Me The Pillow."

New record company and label in Sweden is simply called Record Records. Head of the company is a veteran a&rman Arne Widegren, and first artist of the new label will be Thory Bernhards.

Columbia recording artist Russ Conway to Copenhagen for TV and promotion of his latest records.

There are seldom or never any Christmas songs topping the charts in December anymore. In Denmark, the charts were topped by "Dear One" with Larry Finnegan on HMV, in Finland a local tune "Musta Ruusu" (Black Rose) with Veikko Tuomi on Odeon is on the top, Norway has Elvis for the third time, this time with "King Of The Whole Wide World" on the top, while Sweden favors "Let's Dance" with Chris Montez on London.

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# DENMARK — Artist Bios

## LIS BJORNHOLT (Odeon)

Singer. Born in Koge March 24, 1937. She started as vocalist with Jørn Grauegaard's orchestra in 1958, and got a recording contract with Odeon about the same time. Has appeared in TV in Denmark as well as abroad. Among top selling artists in Denmark during 1962. Sings in Italian.

## KATY BODTGER (Polyphon)

Singer. Born in Copenhagen Dec. 28, 1932. Song studies in Copenhagen. Made her record debut in 1957. Have been recording with Edmundo Ros Ork. in London, and represented Denmark in Eurovision Song Festival in London in 1960.

## OTTO BRANDENBURG (Odeon)

Singer. Born in Copenhagen Sept. 4, 1934. Made first public performance in 1954. Later joined The Four Jacks, which he left in 1958, continuing as soloist. He has been awarded a Silver Disk for his "What Do You Want To Make Those Eyes At Me For." Has appeared in three motion pictures. Recent success: "Hello Mr. Twist."

## SAL BRIGGS (Triola)

Singer. Real name: Salvatore Brigaglione. Born in New York City Sept. 11, 1940. After some years with the US Army in Europe he settled in Europe, and lives now permanently in Copenhagen.

## POUL BUNDEGAARD (Polphon)

Singer. Born in Copenhagen Oct. 27, 1922. Made his debut at the Nørrebro Theatre in Copenhagen in 1946 singing the leading part in "Oklahoma," followed by other musicals as "Annie Get Your Gun," "Kiss Me Kate," "Shawbaat," "Can Can," "Call Me Madam" and "The Bat." Studied in Italy 1957-8, and since 1958 contracted to the Royal Opera in Copenhagen. Has made several top sellers in classic field as well as pop songs.

## DARIO CAMPEOTTO (Sonet)

Singer. Born in Copenhagen of Italian parents Feb. 1, 1938. Made TV debut in 1958, soon followed by a record debut. Has been awarded a Gold Disk for his "Angelique." Has been recording in English, German, French, Italian and Swedish.

## THE CLIFTERS (Philips)

Males instrumental quintet ranging in age from 16 to 20. Leader and vocalist in the group is Johnny Reimar (born in Odense June 12, 1943). The group made record debut with "How Wonderful To Know" in 1961, this year followed up by the number one hit "Djanga," written by one of the members of the group, Mogens Petersen, and "Walk On By." Personal manager: Richard Stungerup, Copenhagen.

## DAIMI (Tono)

Singer. Real name: Daimi Larsen. Born in Esbjerg January 1, 1944. Made her debut in a TV show with "Travelin' Light" in spring 1961. Has been touring in Denmark and Sweden. Has appeared in motion pictures. Sings in English and German.

## BENT FABRIC (Metronome)

Pianist. Real name: Bent Fabricius-Bjerre. Also professionally known as Frank Barclay. Born in Copenhagen Dec. 7, 1924. Studied at the Music Conservatory in Copenhagen (classical music). Record debut for Odeon with "Ain't She Sweet" in 1943. To Metronome in 1950, when the company was founded, and is now also President of the company. Has composed music to numerous Danish films, and been on a TV in Germany and Denmark. He has his own TV show in Denmark.

## THE FOUR JACKS (Odeon)

Vocal male quartet. The group made its record debut in Jan. 1957 and have ever since been nating top sellers with almost every record they have made. Well known from records and TV in most countries in northern Europe. Sings in English, German and Swedish.

## GITTE (HMV)

Singer. Real name: Gitte Haenning. Born in Copenhagen July 29, 1946. Began her career at eight singing with her father, and for the next four years she recorded 32 titles with children's songs. With her "Ma, He's Making Eyes At Me" she quickly became a teenage idol all over Scandinavia, and since then, she has been recording in Denmark, Sweden, Germany and Holland. She has also appeared in several motion pictures, and has been a frequent guest in TV shows.

## JORN GRAUENGAARD (Odeon)

Known abroad as John Graven. Guitarist, band-leader, arranger, etc. Born in Copenhagen in 1921. From 1936 a prominent figure in Danish jazz, and in the last few years, also in pop and film music. Led an international orchestra at Rodia Lausanne in Switzerland in 1946, later in Paris. Returned to Denmark in 1953 and formed his present Quintet. Under the name of John Graven, he is a top seller in many countries, a recent report to his company says that his LP "Fascinating Rhythm" is a remarkable top seller in India.

## SYS GREGERS (Tono)

Singer. Born in Copenhagen May 21, 1942. Made her record debut in spring 1962 after four years as vocalist with orchestras in Denmark, Norway and Sweden. Sings in English, French, German, Italian, and Swedish.

## GRETHE & JORGEN INGMANN (Metronome)

Grethe Ingmann (born in Copenhagen June 17, 1938) and Jørgen Ingmann (born Copenhagen April 26, 1925). Jørgen Ingmann's recordings became international top sellers in 1961, and have continued doing very well also in 1962. Mrs. Ingmann is a well known vocalist and soloist. She also sings in English.

## GRETE KLITGAARD (Tono)

Singer. Born in Copenhagen Dec. 5, 1934. Record debut with "Changing Partners" for Tana in 1953. Often seen in Danish TV and has also been seen in TV in Sweden and Hamburg. Miss Klitgaard has appeared in motion pictures. She sings in English, German, Italian and Swedish.

## NINA AND FREDERIK (Metronome)

Baron and Baroness Frederik van Pallandt. Singers. Nina, born in Copenhagen July 15, 1932; Frederik, born in Copenhagen May 4, 1934. Made their record debut with "Manga Vendar" for Metronome in 1956. Since then they have been touring great parts of the world and also made several motion pictures, among others in Denmark and Germany. They sing in English, French, German and Spanish.

## PAPA BUE'S VIKING JAZZBAND (Storyville)

Instrumental group headed by Arne Bue Jensen, 31. Started as amateur band in Copenhagen harbour district Nyhavn, the sextet was soon discovered by Storyville Records, considering them a sure bet. The company was right, and one of their records has sold more than a million records in Europe, and several others are close to or above the half million sales mark. The Dixieland jazz group has been touring in most countries in Europe.

## ROBERTINO (Triola)

Singer. Real name: Robertino Loreti. Born in Rome, Italy, Oct. 22, 1947. He was discovered in Rome by a Danish producer at the age of 13 and made his first professional appearance in Danish TV three weeks later. His record debut followed immediately, and became a great success, giving him a Gold Disk. He has made tours in Scandinavia and Germany, Holland, Belgium and France, and his record has sold very well in most European countries, as well as in USA, Canada, Latin America and Japan. He has made several films in Italy, Denmark and Germany-Austria.

## GRETHE SONCK (Sonet)

Singer. Born in Hjern July 16, 1929. After making career as one of Denmark's most popular jazz vocalists, Miss Sonck has also noted several top sellers in the pop field in recent years. She sings in English, French, German and Swedish.

## MIKE SOTIRE (Triola)

Musician, singer. Born in West Orange, N.J., Aug. 24, 1926. After the war he joined US Army's Special Service and toured Europe with Bob Hape, Jane Framan, Jack Benny, and others. Joined Tany Pastar's Ork. as singer and entertainer in end of the '40's. Back to Europe where he married a Danish girl and is now living in Copenhagen.

## PREBEN UGLEBERG (Polyphon)

Actor, singer. Born in Copenhagen Jan. 16, 1931. Educated at Royal Theatre School in Copenhagen. Made his record debut in 1953. Is a good entertainer and has been in American and English TV shows, as well as in many Danish motion pictures and on stage.

## HELLE WILKE (Triola)

Singer. Born in Copenhagen May 15, 1943. Sister of Birthe Wilke (see below). Father and brothers are musicians. Debuted in Swedish TV in 1958. Has been touring abroad in many European countries. Made her record debut in 1961. Was on the charts in 1962 with her Danish version of "A Little Bitty Tear."

## BIRTHE WILKE (Philips)

Singer. Born in Copenhagen March 19, 1936. Has sung with various Danish orchestras and made her debut with "Blacksmith Blues" in 1951. She has noted several top sellers during the years. Sings in English.

## DENMARK

### TOP TV PROGRAMS

PLADEPARADE (Record Parade)  
(a TV program)

Frequency: Monthly

Duration: 30 minutes

Producer: Otto Leisner & Børge Ralov

Company: Danmarks Radio TV

Address: Rosenørns Allé 22, Copenhagen V.

International artists who have appeared on the show include: Juliette Greco, Josephine Baker, Lys Assia, Petula Clark, Anita Lindblom, Bobby Rydell, Vico Torriani, Tommy Steele, Rolf Björling, etc.

## DENMARK — Best Selling Artist

1	Cliff Richard	England	249	points
2	Pat Boone	USA	216	"
3	The Clifters	Denmark	197	"
4	Peter Kraus	Germany	164	"
5	Günter Kallmann-Choir	Germany	156	"
6	Lis Björnholt	Denmark	139	"
7	Poul Bungeard	Denmark	139	"
8	Elvis Presley	USA	135	"
9	The Waikikis	Belgium	120	"
10	Jørgen Ingmann	Denmark	104	"
11	Tony Renis	Italy	102	"
12	Ray Charles	USA	99	"
13	Anita Lindblom	Sweden	95	"
14	Dario Campeotto	Denmark	86	"
15	Chubby Checker	USA	80	"

It is obvious that British artists in general and Cliff Richard in particular has had "a golden year" all over Europe. From time to time, he has been on the top with his records, sometimes he has had more than one record among the top ten in each of the Scandinavian countries. The Columbia recording artist did particularly well in Denmark with "The Young Ones."

Pat Boone did very well thanks to two recordings, "Speedy Gonzales" and "Quando, Quando, Quando," two Dot releases who did well on the charts in Denmark. It was surprising but not unexpected that he did better than Elvis Presley at the Danish market in 1962.

The Clifters, a young Danish group, came third. Ever since their record debut a couple of years ago, this Philips recording group has been top money makers with every new record they made.

In altogether, there appeared 53 artists on the Danish charts during the first 11 months of 1962. Compared with the other Scandinavian countries, there were more local artists getting hits in Denmark than in any of the other countries, where record buyers seem to favour foreign artists. On the contrary, there were surprisingly few Americans among the top selling artists in Denmark. One of the reasons is the fact that TV in Denmark plays a great part in promoting artists, and with very few American artists on Danish TV (but several European artists seen there), this is reflected on the charts. It has also been a wish since long time, particularly from distributors of American labels, that more and more American artists should try to include Denmark in their European plans, and try to come over for a TV show, which would do a lot to promote their records.

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And A  
Happy New Year*

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MEXICO  
PAJAMA GAME  
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To all our friends we send our best wishes for  
**A merry christmas & a happy new year**



# FINLAND-ICELAND — 1962

## FINLAND

Generally, it can be said that Finland is a country where the domestic language dominates the record sale. Most Finnish-language recordings have much better sales possibilities than many of the best imports.

Certain foreign artists, as Elvis Presley, Paul Anka and three or four others seem as the only ones who are able to offer any greater competition to the local artists.

Finland also offers some good sales of Swedish records, since certain parts of Finland is Swedish-speaking, but the population is too small to motivate a local recording in Swedish made by Finnish companies.

Radio and particularly TV offers plenty of possibilities as far as promotion of records is concerned. The country has commercial and non-commercial TV working together, and there has never been any complaints as far as the result is concerned. This

might also explain why guest artists visiting the comparatively small Finland is offered more money from Finnish TV than from countries as Sweden with a larger population.

## ICELAND

Iceland is another country where recordings in local language is favored by the record buyers. Considering the small population of Iceland (approx. 18,000 inhabitants) the number of domestic records made every year is very large—approx. some 30 singles are produced by three companies, plus several EPs and LPs.

Broadcasting is handled by Ríkisutvarpid (Icelandic State Broadcast Service) in Reykjavik, on the air from 9:00 a.m. to 1:00 a.m. with few intermissions. There are some 50,000 receivers in Iceland. Iceland has no TV, but the American forces at Keflavik has its own TV station, and the programmes are very popular all over Iceland.

# FINLAND — Artist Bios

## ANN-CHRISTINE

(Scandial. Real name: Ann-Christine Nyström. Born in Helsinki July 26, 1944. After schools, she worked in a bank until August 1962, when her frequent performances forced her to quit the job and turn into a professional performer. Discovered when winning an amateur singing contest at the "Bandstand" program in commercial TV in December 1961. Her debut record, "Lalaika"/"Let's Twist Again" immediately became a top seller in Finland. Bookings thru: Rytmi-Musiikki Oy, Helsinki.

## MONIKA ASPELUND

(Parlaphone). Born in Vaasa. Made record debut for Parlaphone with "Tie me Kangaroo, Down Spart." Has acted on stage at the Vaasa Theatre. Belongs to the newcomers on records, but has in a short time proved she is one of the names well worth all possible consideration. Sings in English and Swedish.

## JOHNNY FORSELL

(Decca). Singer. Born in Helsinki June 12, 1939. Made record debut in 1960 with "O Sole Mio" for Decca, and has ever since noted numerous successes. Sings in English and Swedish. Has also appeared in motion pictures. Bookings thru: Oy Mainosohjelma, Helsinki.

## EINO GRON

(Scandial. Singer. Born in Reposaari Jan. 31, 1939. Made record debut with "Mona Lisa" for Rytmi in 1958. Has been appearing in several motion pictures. To Scandia from Jan. 1, 1963. Sings in English. His booking agency: Rytmi-Musiikki Oy, Helsinki.

## RAIJA ISTO

(Decca). Singer. Real name: Raija Käppilä. Born in Joutsa Dec. 21, 1961. Miss Isto made her record debut for Decca with "Besame Mucho" in 1961, and is considered one of the coming top names in Finnish records. Sings in Finnish only.

## TUTTA JEW

(Broadway). Singer. Real name: Raili Tutujew. Born in Pieskämäki Dec. 27, 1935. Studies in piano-playing and also studied singing (for Jolanda di Maria Petris, among others). Made record debut with Gershwin's "Summertime" in 1961. Has appeared in radio, TV and on stage. She sings in English, Swedish, German, Spanish and Italian.

## MARKETTA JOUTSI

(Blue Masters). Singer. Born in Kemijärvi April 1, 1937. She has been touring German and Switzerland in 1961 with Mario Weber's Orchestra. Her top sellers include "Everybody's Somebody's Fool," "Valentino" and "Banjo Boy." Sings in English and German.

## VIENO KEKKONEN

(Scandial. Singer. Born in Keritula 1934. After record debut with "La Strada" for Decca in 1957 Miss Kekkonen has noted several successes. Her education includes theatre schools. Sings in English and Spanish. Bookings thru: Rytmi-Musiikki Oy, Helsinki.

## LAILA KINNUNEN

(Scandial. Singer. Born in Helsinki Nov. 8, 1939. Record debut for Scandia in 1957 with "Lazzarella." She represented Finland at the Eurovision Song Festival in Cannes in 1961. She has appeared in motion pictures. Miss Kinnunen sings in English, German, Spanish and Swedish. Bookings thru: Rytmi-Musiikki Oy, Helsinki.

## BRITA KOIVUNEN

(Scandial. Singer. Born in Helsinki Aug. 31, 1931. She made her record debut with "Mama's Pearls" for Scandia in 1955. Miss Koivunen has appeared in several motion pictures. She sings in Danish, English and Swedish. Bookings thru: Rytmi-Musiikki Oy, Helsinki.

## MAUNO KUUSISTO

(RCA). Singer. Born in Tampere Nov. 3, 1917. Wellknown as top seller in both classic and pop field. Made record debut in 1957 with an EP of Christmas Songs. Awarded a Gold Disk in Dec. 1961 for his "Kertokaa se hänelle." Has appeared in two motion pictures, and been touring abroad, among others in Sweden, Denmark, east-Germany and USSR.

## MARJATTA LEPPANEN

(HMVI). Born in Helsinki Aug. 24, 1937. Studied songs in Tampere. Made record debut for HMVI in 1961 and holds a position as one of the top selling artists in Finland. She sings in English and Swedish.

## LASSE LIEMOLA

(Columbia). Singer and actor. Born in Helsinki Sept. 5, 1939. Made record debut for Columbia with "On The Sunny Side Of The Street" in 1957. Has noted several successes since, among teenagers known as Finland's Paul Anka. He has appeared in motion pictures, TV and radio. Sings in English and Swedish.

## LILL-JORGEN

(Columbia). Trumpetist. Real name: Jörgen Petersen. Born in Denmark but now permanently living in Finland. Has played with Al Stefano, Peter Rasmussen and Dizzy Gillespie. One of Finland's top sellers of 1962 with "Baulevard of Broken Dreams."

## KAI LIND

(HMVI). Singer. Real name: Kai Lindberg. Born in Helsinki Dec. 30, 1937. Made his record debut for HMVI in 1960, and has ever since been one of the leading teenage idols. Sings in English and Swedish.

## JORMA LYYTINEN

(Philips). Singer. Born in Kuopio Aug. 15, 1937. Studied at the Sibelius Academy of Music, Helsinki. Record debut for Decca in 1957 with Finnish song "Kuutamata." He sings only in Finnish. Bookings thru Oy Mainosohjelma, Helsinki.

## IRMELI MAKELA

(Columbia). Singer. Born in Kotka Oct. 18, 1942. Made her record debut in 1958 for Columbia, her top sellers since then include among others "Galden Rases," "You Don't Know" and "A Street." Miss Makela sings in Finnish only.

## LARS MAKIO

(BFI). Singer. Real name: Lars Rainer Mäkiä. Born in Turku Nov. 26, 1941. Made his record debut in 1962 with "Besame Mucho." Has appeared in radio and TV. Sings in English and Swedish.

## GORG MALMSTEN

(Scandia). Singer. Born in Helsinki June 27, 1902. Made his record debut for Odeon back in the 20's, and has had numerous top sellers during the years. Sings in Swedish. Bookings thru: Rytmi-Musiikki Oy, Helsinki.

## RAGNI MALMSTEN

(Philips). Singer. Born in Helsinki Oct. 2, 1933. Miss Malmsten made her record debut in 1951 for Decca with "Illan tummat varjot" (Dark Shadows of Evening). Sings in English and Swedish.

## PIRKKO MANNOLA

(Nor-Discl. Singer, actress. Born in Tampere Dec. 27, 1938. She made her debut for Scandia with "Diana" in 1959. Also well known from numerous films. Sings in English, German and Swedish. Bookings thru Rytmi-Musiikki Oy, Helsinki.

## RAUNI PEKKALA

(BFI). Singer, dancer. Born in Pieskämäki March 2, 1942. Studied singing for Eero Wäre, and modern jazz ballet for Leena Orvola. Made record debut in 1960 with "Alexander." Has appeared in TV and radio, and been touring in Norway in 1961 and Germany 1962. Sings in English, Italian, Spanish and Swedish.

## ELLA PELLINEN

(Decca). Singer. Born in Sulkava Aug. 6, 1938. Miss Pellinen made her record debut for Decca in 1957. One of the top selling record artists in Finland during 1962. Has appeared in motion pictures. Sings in English.

## EILA PIENIMAKI

(Rytmi). Singer and actress. Born in Täysä Feb. 18, 1939. Made record for Decca in 1958. Miss Pienimäki has been in several motion pictures. She sings in English. Bookings thru: Oy Mainosohjelma, Helsinki.

## TUULA-ANNELI RANTANEN

(HMVI). Singer and actress. Born in Turku March 30, 1940. After music studies for Ritva Aro in Turku, she made her record debut for Triala in 1959. Has been seen and heard in films, radio and TV. Sings in Finnish only.

## TAPIO RAUTAVAARA

(Triala). Singer and actor. Born in Nakkia March 8, 1915. Made record debut in 1945. Has studied in theatre schools and singing. He has appeared in 23 motion pictures, radio and TV. Toured USA and Canada in 1959-60. Gold medal as javelin-thrower at the Olympic Games in London in 1948. Member of the world champion winning archery troupe from Finland in 1958.

## MARION RUNG

(Philips). Singer. Born in Helsinki Dec. 7, 1945. Made debut with "Brittite Bardot" in 1961. Represented in Finland at the Eurovision Song Festival at Luxembourg in 1962. Has been on tour in Sweden. Sings in English and Swedish.

## ANNIKKI TAHTI

(RCA). Singer, actress. Born in Helsinki Dec. 5, 1929. Miss Tähti made her record debut for Scandia with "Cry My Heart" in 1955. To RCA in 1962. She has appeared in several motion pictures. Sings in English and Spanish.

## TAISTO TAMMI

(Decca). Singer. Real name: Taisto Lundberg. Born in Kuusankoski Dec. 10, 1945. Made his record debut with "Roses Are Red" in 1962. Sings in Finnish only.

## TIMO TAVIO

(Manhattan). Singer. Born in Turku Oct. 13, 1946. Made record debut with "Sing, Brather, Sing" in 1962. Studied at the Music Conservatory in Turku. Appeared in radio and TV. He sings in English, German and Swedish.

## VEIKKO TUOMI

(Odeon). Singer. Born in Kiukainen March 3, 1924. Made his record debut in 1949. His top sellers "Sabina" and "A Tree Without Leaves" have stayed in the Finnish charts most of 1962. Sings only in Finnish.

## TUULA & PAULA

(Philips). Two sisters, Tuula and Paula Karppinen, born in Helsinki Dec. 27, 1943 (Tuula) and Nov. 10, 1945 (Paula). Made their record debut with "Yellow Bird" in 1961. Have been on TV in Germany. Sing in English and Swedish.

## OLAVI VIRTA

(Nor-Discl. Singer and actor. Born in Helsinki in 1916. Made his record debut in 1949. Has been on stage and in films for several years, among others, scored great success as Professor Higgins in "My Fair Lady" in Helsinki. Sings in English, German, French and Swedish.

## LEIF WAGER

(Decca). Singer and actor. Born in Helsinki March 17, 1925. Made record debut in 1944. Has been on stage and in films for several years, among others, scored great success as Professor Higgins in "My Fair Lady" in Helsinki. Sings in English, German, French and Swedish.

# NORWAY — Best Selling Artists

Artist	Country	Points
1 Elvis Presley	USA	353
2 Cliff Richard	England	260
3 Pat Boone	USA	180
4 Jim Reeves	USA	166
5 Anita Lindblom	Sweden	163
6 Conny Froboess	Germany	156
7 Chubby Checker	USA	121
8 Nora Brockstedt	Norway	119
9 Grynet Molvig	Norway	107
10 Bobby Vinton	USA	103
11 Leroy Van Dyke	USA	101
12 Bobby Darin	USA	90
13 Little Eva	USA	72
14 Ray Charles	USA	59
15 The Shadows	England	55

With very few exceptions, Norway continues looking like the best bet for American artists. This year, as in last year, only two local artists managed to hit hard enough to appear among the 15 top selling artists of the year.

This, and other lists of best selling artists from Scandinavia, has been made by a week-by-week look at the charts. The artist holding the number one position got ten points, the second got nine points, etc., down to the tenth who got one point. Of the 46 artists who have appeared among the Top Ten Charts in Norway during 1962, the above got most points.

It might be worth attention that a

study of the charts in Norway week by week is about the same as a look at the Weekly Hit Parade as it is aired over the continental Radio Luxembourg, a station most Norwegians follow very carefully.

Chances are that in coming years, local artists will do better, and that more of them will appear among the fifteen top selling artists when the year is over. Record companies in Norway, with some assistance by the local press has begun to do a lot to make people buy local recordings, at least more of them than they do nowadays. Whatever the result will be will be seen in coming years.

## TOP RADIO PROGRAMMES NORWAY

### SWING TIME

Frequency: Forthnightly  
Duration: 1 Hour  
Producer: Willy Andresen  
Company: Norsk Rikskringkasting  
Address: Oslo, Norway

International artistes who have appeared on the program include: Johnny Tillotson, Siv Malmquist, Toots Thieleman, Lill-Babs, Gitte, etc.

## BOOKING OFFICES

Norway:  
Norsk Konsertdireksjon A/S  
Malerhaugveien 20  
OSLO—Norway—Phone: 67 67 90;  
Cable: monnmusic. President: Egil Monn-Iversen.

Finland  
Oy Mainosohjelma  
City-käytävä H  
HELSINKI—Phone: 37 116; Cable: finnshow. President: Leo Heinonen.  
Rytmi-Musiikki Oy  
Hietalahdenranta 11a  
HELSINKI—Phone: 57 808. President: Paavo Einiö.

We wish

all our friends

A MERRY  
CHRISTMAS

and

A PROSPEROUS  
NEW YEAR

1963

O.Y.R.E. WESTERLUND A.B.

Finland's most  
successful  
record-company  
and leading  
publisher



# HOLLAND — 1962

1962 was—we are happy to report—a very successful and prosperous year for the record industry in Holland, and according to statements of officials this was an even better year than 1961.

Important label switches took place. The phonograph record group, headed by Bill C. and Casper D. Slinger introduced the CBS label on the Benelux market. Since January 1st, L. C. Phonogram released Mercury Records, while an agreement was made by "Interdisc" (Riverside, Pacific Jazz, etc.) with Philips, distributed by L. C. Phonogram on the Fontana-label. On October 1st, M.G.M. switched from Bovema to Siemens, while Bovema acquired the Stateside, Epic and Okeh repertoires. Artone got the Cameo-Parkway, Tivoli and Pythia catalogs for distribution in Benelux, while Funckler Records, a subsidiary of Artone, started heading the Colpix distribution in Benelux.

Most successful music-publisher this year was Belinda/Amsterdam, and their manager Eldert van Zoeren certainly must be proud to have no less than five titles who reached Holland's Top Three in 1962. Most successful record-company was Phonogram with 8 records in Holland's 1962 Best Sellers list, closely followed by Artone and Bovema, each with 6 records.

Golden Records were awarded to Anneke Grönloh (one for "Brandend Zand" and one for "Paradiso," both on Philips), Willy Schobben (for "Mexico" on Artone), Cocktail Trio (for "Batje Vier" on Omega), Children's Choir "De Leidse Sleuteltjes" (for "Dikkertje Dap" on C.N.R.), and the Blue Diamonds (for "Little Ship" on Decca).

There are the names of no less than 10 American artists, figuring in the 1962 best sellers list of Holland (Bob Moore, Connie Francis, Pat Boone, Elvis Presley, Chubby Checker, Ray Charles, Eddie Hodges, Tommy Roe, Sue Thompson and Little Eva), against 4 from Holland (Willy Schobben, Anneke Grönloh, Blue Diamonds and Willeke Alberti), 2 from England (Cliff Richard and Vera Lynn), 2 from Germany (Conny Froboess and Gerhard Wendland) and 1 from Italy (Mina).

Twist had a big boom in Holland, with Chubby Checker as the most popular artist in this field. Delta introduced a sensational young jazz-singer on the Dutch record-market, Edwin Rutten, who, to our opinion certainly could 'make it' in the US. A big achievement for Dutch artists was made by Jan Burgens, appearing among the first ten on the American Hit Parade with "Midnight In Moscow", Burgens' interpretation being the original one, copied later by Britain's Kenny Ball. As far as we know, this was the first time ever that a Dutch artist came into Cash Box Top Ten list! Congratulations to

Jan Burgens and to his record-company C.N.R.

Warner Bros. held their annual convention in Bovema's Gramophone-house, attended by Mike Maitland, Robert B. Weiss and Warner Bros. delegates from many European countries. Mr. Gerry M. Oord was host.

Artone had a rather sensational price cutting of their Extended Play and LP records, while Inelco-Holland L.C. once more started an action with inexpensive records, in order to popularize RCA-LP's.

To our opinion, one of the biggest surprises that happened in the record-industry of Holland came in the last months of this year: Vera Lynn, almost forgotten by Dutch record-buyers, made a more than glorious comeback with a record she made years and years ago: "Land Of Hope And Glory"! By the time this article will be printed it is very possible that this number will be the Number One Hit of Holland. How was this possible, many readers will ask! Well, only a very impressive tv-appearance during the Grand Gala Du Disque, where Vera Lynn featured this number . . . A tip for American artists: you are able to achieve the same, but you only can do this by asking prices up to Dutch (European) standards! Like past years, also in 1962 there were only a few American artists who made a 'live' show for Dutch tv, because fees were as usual much too high! We have no commercial tv. TV-stations only can pay a sum which will be low for American artists, BUT there are strong possibilities for making hits through tv-shows.

Foreign artists who came to these shores this year include Caterina Valente, Vico Torriani, Lale Andersen, Rudolph Schock, Kurt Edelhagen and Conny Froboess from Germany; Frankie Vaughan, Cliff Richard, The Shadows, Ronnie Carroll, Russ Conway, Helen Shapiro, Jet Harris, Cleo Laine, Edmundo Ros, Vera Lynn and Victor Silvester from England; Jacques Brel, Gilbert Bécaud, Les Frères Jacques, Ziziz Jeanmaire, Philippe Clay, Edith Piaf with Théo Sarapo, Les Compagnons De La Chanson and Vince Taylor from France; Jörgen Ingmann, The Spotnicks and Jan & Kjeld from Scandinavia; Fats Domino, Eartha Kitt, Billy Vaughn, Bobby Vee and The Crickets from America; and Louis Neefs, Nana Mouskouri and Los Machucambos. Jazz-concerts included appearances by Art Blakey, Ella Fitzgerald, Oscar Peterson, Count Basie, Erroll Garner, George Shearing, Horace Silver, Gerry Mulligan, John Coltrane, Dave Brubeck, Charlie Byrd, Les McCann and Zoot Sims. Now we are on the threshold of 1963, we hope and trust that 1963 will show a still increasing activity on the record-market with even better and bigger sales-results! From Holland we wish all Cash Box readers a very prosperous and happy New Year!

# Gerry Oord



and his  
**BOVEMA**  
staff  
wish you all a  
very happy and  
prosperous  
new year 1963



## HOLLAND — Impresarios, Agents Managers

- Charles Aerts, Stadionweg 59, Amsterdam, phone: 732285 (music hall).
- Anova, N. Z. Voorburgwal 32, Amsterdam, phone: 240829 (music hall).
- Artivis, Laan van Meerdervoort 154, The Hague, phone: 635195 (classical concerts, ballet).
- M. Cerni, Schiedamsedijk 64 D, Rotterdam, phone: 124298 (music hall).
- Ned. Concertdirectie J. Beek, Koninginnegracht 82, The Hague, phones: 633787—116356 (classical concerts).
- N.V. Het Concertbureau, Koninginneweg 154, Amsterdam, phone: 796104 (classical concerts).
- Faveur, Pr. Bernhardlaan 13, Rotterdam, phone: 183232 (music hall).
- Herman O. Feitsma, Niersstraat 37 hs, Amsterdam, phone: 727681 (music hall).
- Daan Hooykaas, Statensingel 15, Rotterdam phone: 41469 (music hall).
- B. H. Ibelings, Lange Poten 15a, The Hague, phone: 116982 (music hall).
- Impresariaat Paul Acket, Theresiastraat 11, The Hague, phone: 722546—720533—723442 (international jazz-concerts, big music hall attractions).
- Internationale Concertdirectie Ernst Krauss, Sarphatipark 79, Amsterdam, phone: 724172 (classical concerts, ballet).
- Internationale Concertdirectie, Leidsekade 56, Amsterdam, phones: 67248—34240 (classical concerts).
- Internationale Theater Producties, Weteringschans 103, Amsterdam, phone: 38177, and: Amstel 120-122, Amsterdam, phone: 32262 (big music hall attractions, ballet, etc.).
- Arno J. Klein, J. van Oldenbarneveltlaan 84, Amsterdam, phone: 557148 (music hall).
- Johan Koning, Ruychroeklaan 32, The Hague, phone: 244418 (classical concerts).
- Concertdirectie Dr. G. de Koos, v. Moersselestraat 7, The Hague, phone: 244410 (classical concerts).
- Jean Mikkenje, Herman Gorterstraat 27, Amsterdam, phone: 722505 (music hall).
- Nederlands Impresariaat, Jac. Obrechtstraat 51, Amsterdam, phone: 717791 (classical concerts).
- Nederlands Theaterbureau, Huygensstraat 20, The Hague, phones: 112854—116209 (big music hall attractions).
- Charles René, 's-Gravendijkwal 49 c, Rotterdam, phone: 51508 (music hall).
- J. Saks, Ceintuurbaan 77, Amsterdam, phone: 794268 (music hall).
- Theaterbureau Van Rees (Weesperzijde 6, Amsterdam, phone: 52775 (night club bookings, music hall, etc.).
- Theaterproducties D. van Gelder, Herengracht 316, Amsterdam, phone: 30222 (music hall).

## BOVEMA Holland's most successful record company



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# HOLLAND — Artist Bios

## ANNEKE GRONLOH (Philips)

Anneke Gronloh certainly is one of the most successful young girl-singers of the past few years. Within a three months time, she was awarded this year with two Golden Records, one for the sales of more than 100,000 copies of "Brandend Zand" (Hot Sand) and one for "Paradisa." She was born June 7, 1942 in Tandana, North Celebes (Indonesia). In 1950 she came to Holland. First hit was "Ma, Hij Wil Zo Graag Een Zoen" "Ma, He's Making Eyes At Me). In Singapore she got a big popularity, especially because of her Malayan songs like "Nina Boba," "Baeraen Kaka," etc. Newest recordings: "When The Saints" and "A Tisket A Tasket." She made two tours in the Far East, the latter one with the Dutch Swing College Band. July 1962 was in Dutch team at the International Song Contest in Knakke (Belgium).

## THE BLUE DIAMONDS (Decca)

Brothers Rudi (21) and Riem (19) de Walf came to Holland from Indonesia in 1949. Started with Hawaiian Band, later were inspired by The Everly Brothers, but found style of their own. First record had "Till I Kissed You" c/w "I'm Gonna Get Married," released autumn 1959, and was an immediate success. Radio and TV appearances. Made several albums. "Ramana" recording became worldwide hit. Version appeared in "Cash Box Top 100," sold more than quarter of a million in Holland (which had never happened before ever here) and more than one million in Germany. Guest appearances in all parts of the world. Sang in German film. Biggest hits: "Ramana," "In A Little Spanish Town" and "Little Ship."

## RIA VALK (Fontana)

Won a talent contest in 1958 when she was 17 years old. Year later became second (because she was a girl) when a Dutch Elvis Presley was elected. Two months later her radio and TV career started. Appears in cowboy costume. Very popular with Dutch teenagers. Father is her manager. In 1962 she married Herman de Keulenaar. Made album "El Rancho Grande," and recordings in German. Same of her songs are written by herself. July 1961 was in Dutch team at the International Song Contest in Knakke (Belgium). Biggest hits: "Racking Billy," "Afscheid Van 'N Soldaat," "Tommy Uit Tennessee," "Oké Ik Ga Me Je Mee" and "Adieu, Vaarwel, Goodbye."

## JOHNNY HOES (Philips)

Singer, composer, lyric writer, music publisher, talent scout, promoter and record-dealer! Born 1917 in Rotterdam. Now has own publishing firm in Weert (south of Holland). Sang for allied troops in 1945. Since 1954 his songs became great hits. Very prolific songwriter. Of his own recordings "Och Was Ik Maar" became the biggest hit. Also very popular in Belgium. Was presented with a platinum record with ten diamonds and a gold watch with inscription for the sales of "Och Was Ik Maar."

## WILLY SCHOBHEN (Artone)

Born 1916 in Maastricht, Willy Schobben comes from a musical family. He actually started trumpet at six. At the music-lyceum in his hometown he soon became pupil par excellence of the concertmaster of the Municipal Orchestra, who taught him piano and harmony. Just 14 he was offered a seat in this classical orchestra, but switched to pop music when seventeen. He went on tour with various top-orchestras across the country and all over Europe. From 1936 he has been playing an and off with radio-studio orchestras. In 1946 Willy became principal soloist of Holland's foremost radio dance-orchestra "The Skymasters." During this period gaining international recognition through his worldwide success "Trumpet Tango," an own composition. Since his exclusive Artone recording pact in 1961, Willy Schobben records with an own orchestra. His first recording, "Mexico," an immediate smash, became his first Gold Platter. Several other hits followed in due course, establishing Willy's name as one of the hottest on the European record scene. Best sellers were "Benfica," "Egal—O.K.," "Heisser Sand" and "The Lately Bull." Willy Schobben was featured in an American show with Bob Hope.

## THE PADRE TWINS (Artone)

19 year old Indonesian born singing and playing twins Wim and Hein Vader, known as The Padre Twins, were discovered at a contest in their hometown The Hague only two years ago. Their first release: "You Told Me A Lie" b/w "Star Of My Love." Since, their success has been steadily growing. Both boys want to become naval-officers. The Padre Twins first entered the bestsellers-list with their strang version of "Michael." With their third etching, a sensational reading of the USA hit "Roses Are Red," the Twins have been making their big break-through.

## PAULA DENNIS (Artone)

Paula Dennis belongs to the category of singers destined to become a top-star overnight. With her debut-disc already, she succeeded in establishing her name in show-business. Paula's first record, "Ja! Was Jij Maar Bij Moeder Thuis Gebleven" became a chart-buster in the Benelux-countries. Paula was born 29 years ago in Amsterdam. Before her discovery by Artone's talent-scouts, she was the leading vocalist with an authentic Spanish orchestra (as Paula Dennis) in The Hague. Paula's 1962-delivery "Janus Pak Me Nag Een Keer" rapidly became her second smash-hit. Due to Paula's sensational popularity, she is heard with "Janus" in the new Dutch film production "Riffi In Amsterdam."

## WILLEKE ALBERTI (Philips)

Born February 3, 1945 in Amsterdam as daughter of famous Dutch singer Willy Alberti (af "Marina"), fame, she was discovered at the time her father featured the U.S. First TV-appearance in a show with Vico Tarrani, March 12, 1960. First radio-appearance: August 10, 1960. First record: "Als Ik Jo Zie" (Let It Be Me). Biggest record-hits: "Bij De Halte Van Lijn Negen," "Hé, Niet Zoenen Op Het Zeebrapad" and "Norman." Total number of records Willeke made: eight.

## COCKTAIL TRIO (Omega)

Formed nine years ago, Ad van de Gein, Tanny Mare and Carel Alberts, forming The Cocktail Trio, are one of the hottest recording groups of Holland. Discovered by radio-producer Jan Koopman. First radio broadcast 1956. Leader Ad Van de Gein, born May 18, 1922. Worked with the bands "Metropole Orchestra" of John Copal in Brussels, Cor Knuyers and Willy Rockin. In these years he worked together with stars like Lilian Harvey, Luis Mariano and Georges Guétary. In 1953 he met Tanny Mare and Carel Alberts, and they decided to form a Trio! This season the Cocktail Trio is appearing in the Rene Sleswijk Revue, the biggest show on tour in Holland. Were awarded with a Golden Record for the 100,000+ sales of their "Batje Vier."

## HOLLAND — Top TV Shows

**AVRO MUSIC HALL**  
Type of program : music hall  
Frequency : monthly  
Duration : 60 minutes  
Producer : Karel Prior  
Company : A.V.R.O.  
Address : A.V.R.O.-TV, Hilversum, Holland

## HOLLAND'S BEST SELLERS—1962

1. Mexico (Willy Schobben/Artone, Bob Moore/London) (Acuff-Rose Music Benelux/Brussels).
2. Brandend Zand/Heisser Sand (Hot Sand) (Anneke Grönloh/Philips, Mina/Polydor, Willy Schobben/Artone) (Benelux Music/Weert).
3. Zwei Kleine Italiener (Conny Froboess/H.M.V.) (Uitgeverij Jaop Portengen/Haarlem).
4. The Young Ones (Cliff Richard/Columbia) (Les Ed Int. Basart/Amsterdam).
5. Paradiso (Anneke Grönloh/Philips, Connie Francis/MGM) (Editions Altona/Amsterdam).
6. Speedy Gonzales (Pat Boone/London) (Metro Muziek/Amsterdam).
7. Good Luck Chorm (Elvis Presley/RCA) (Belinda/Amsterdam).
8. Do You Want To Dance (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
9. Little Ship (Blue Diamonds/Decca) (Belinda/Amsterdam).
10. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Amsterdam).
11. Tanze Mit Mir In Den Morgen (Gerhard Wendland/Philips) (Benelux Music/Weert).
12. I Can't Stop Loving You (Ray Charles/ABC Paromount) (Acuff-Rose Music Benelux/Brussels).
13. It'll Be Me (Cliff Richard/Columbia) (Belinda/Amsterdam).
14. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Amsterdam).
15. Sheila (Tommy Roe/ABC Paromount) (Ed. Herman Brauer/Brussels).
16. Norman (Sue Thompson/Funckler, Willeke Alberti/Philips) (Acuff-Rose Music Benelux/Brussels).
17. Land Of Hope And Glory (Vera Lynn/H.M.V.) (Melodio/Amsterdam).
18. The Loco-Motion (Little Eva/London) (Ed. Nevins-Kirshner/Brussels; sole selling agents: Ed. Altona/Amsterdam).

**BOYD BACHMAN SHOW**  
Type of program : music hall  
Frequency : bi-monthly  
Duration : 45 minutes  
Producers : Jos van der Valk & Jan Delfgauw  
Company : K.R.O.  
Address : K.R.O.-TV, Hilversum, Holland

**TIJD VOOR TEDDY**  
Type of program : music hall  
Frequency : bi-monthly  
Duration : 45 minutes  
Producers : Jos van der Valk & Jan Delfgauw  
Company : K.R.O.  
Address : K.R.O.-TV, Hilversum, Holland

**PISTE**  
Type of program : variety theatre  
Frequency : monthly  
Duration : 60 minutes  
Producers : Jos van der Valk & Jan Delfgauw  
Company : K.R.O.  
Address : K.R.O.-TV, Hilversum, Holland

**DOMINO**  
Type of program : "Tour De Chant" of French singers  
Frequency : monthly  
Duration : 60 minutes  
Producer : Karel Prior  
Company : A.V.R.O.  
Address : A.V.R.O.-TV, Hilversum, Holland

**RUDI CARRELL SHOW**  
Type of program : music hall  
Frequency : monthly  
Duration : 45 minutes  
Producer : Rudi Carrell  
Company : V.A.R.A.  
Address : V.A.R.A.-TV, Hilversum, Holland

**PAS GEPERST**  
Type of program : tv-show, presenting the newest records, with interviews of the artists who've made them  
Frequency : monthly  
Duration : 45 minutes  
Producer : Will Hartingsveld  
Company : N.C.R.V.  
Address : N.C.R.V.-TV, Hilversum, Holland

## HOLLAND — Most Successful Publishers 1962

1. **Belinda/Amsterdam:**  
Good Luck Charm (number 7)  
Little Ship (number 9)  
Let's Twist Again (number 10)  
It'll Be Me (number 13)  
I'm Gonna Knock On Your Door (number 14)
2. **Acuff-Rose Music Benelux/Brussels:**  
Mexico (number 1)  
I Can't Stop Loving You (number 12)  
Norman (number 16)
- 3a. **Les Editions Internationales Basart/Amsterdam:**  
The Young Ones (number 4)  
Do You Want To Dance (number 8)
- 3b. **Benelux Music/Weert:**  
Brandend Zand/Heisser Sand (Hot Sand) (number 2)  
Tanze Mit Mir In Den Morgen (number 11)
- 3c. **Editions Altona/Amsterdam:**  
Paradiso (number 5)  
The Loco-Motion (Ed Nevins-Kirshner) number 18)

## Season's Greetings

and grateful thanks  
to my fellow publishers  
all over the world for  
their goodwill and confidence  
in the past year . . . .  
and assuring them of my  
continued co-operation  
in 1963

**W. B. VAN VUGHT**  
**EDITIONS ALTONA**  
**SYMPHONY HOUSE**  
VONDELSTRAAT 90  
AMSTERDAM-W HOLLAND

## CHRISTMAS and NEW YEAR GREETINGS

from  
**BELINDA (Amsterdam) N.V.**  
Publishers of Holland's Best Selling "Golden Discs" of 1962  
**"BATJE VIER"**  
and  
**"LITTLE SHIP"**

as well as a number of records who reached the CASH BOX Dutch Top Ten Lists in 1962:  
LITTLE SISTER—I'M GONNA KNOCK ON YOUR DOOR—LET'S TWIST AGAIN—GOOD LUCK CHARM—SHE'S NOT YOU—RETURN TO SENDER—IT'LL BE ME

JOH. VERMEERSTRAAT 29  
AMSTERDAM-Z HOLLAND

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MERRY CHRISTMAS and a  
HAPPY NEW YEAR

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OMEGA (Benelux/France) — STARDAY (USA) — CID (Benelux)

TE DEUM (Benelux) — VEGA (France)



March 17th, produced the usual St. Patrick's Day Shenanigans but CKGM, Montreal took the wearin' o' the Green a step further as they imported a deejay direct from Dublin to appear on the station throughout the Irish celebrations.

"Colinda" by Rod Bernard released in April by Compo on the Hall Way label through the firm's Vee Jay affiliation became a steady seller throughout the balance of the year to rank high on that company's list of best sellers for 1962.

Executive realignment at Phonodisc in April saw William H. Hewson become Vice President and Operations Manager; Ron Newman appointed National Sales Manager; David S. Thompson became Personnel Manager in addition to his Credit Manager Duties; and the firm named Bill Fisher and Alex Groshak as branch managers in Montreal and Regina respectively. Bud Hayden took up new national promotion duties with Phonodisc at the same time.

"West Of The Wall" by Toni Fisher made its Canadian chart debut in Winnipeg and Ottawa, well before achieving anything like national recognition in either Canada or the U.S.

Cornwall, Ontario TV personality, Jack Silvers released a new single on Acadia at about the same time that Bobby Curtola's follow up to "Fortune Teller," "You Must Belong To Me," was released in late April.

Another young Canadian star-in-the-making, Sandy Selsie, made her Columbia debut in late April with "A Date With Loneliness."

Well known Montreal deejay, Gene Kirby, made the move, in May, to CKEY, Toronto as Program Manager. "Fortune Teller," long a hit in Canada, began to develop definite hit tendencies on many U.S. charts.

Ronn Metcalf and his band were scoring heavily with their twist arrangements of one time big band hits in May.

The Gatineau Club, long a vehicle for top record talent, near Ottawa reopened after a major fire destroyed the old premises almost two years before. Subsequently such top name talent as: Johnny Nash, Lavern Baker and Jimmie Rodgers made 1962 appearances at Joe Saxe's establishment.

Later in May Capitol Records began to make real sales headway with their "6000" series of albums and "72000" series of singles originating through Capitol of Canada's affiliation with EMI of England. Foremost among the early "72000" series of singles to click in a big way was "My Boomerang Won't Come Back" by Charlie Drake.

May was also the month that The Romeos first Columbia LP, "Rendezvous With The Romeos" made its debut. The group was on the road from coast to coast, visiting deejays to promote their new album.

Paul Anka and his Dad played host to numerous radio types from his home town, Ottawa, at Paul's Copacabana opening.

Late in May Bill Butler, Toronto pianist and orchestra leader of note, gained international recognition through a new Epic single, "Soldier Boy" and his "Portrait Of A Piano" album.

Phil Rose's bi-lingual promotion of Pete Fountain and his numerous Coral LP's by renaming the artist Pierre Fontaine, stole the promo spotlight late in May.

"Steel Men" a Canadian song published by BMI Canada was recorded by Jimmy Dean, and began to show chart signs as May drew to a close.

About the same time Chateau made its strong pitch for international record recognition with new releases by Pat Hervey and Gord Lightfoot. Both did well enough chartwise to garner American distribution by RCA Victor and ABC Paramount respectively. "Mr. Heartache," Pat's song, is still a strong commercial item in the U.S. due to its delayed release there.

May 30th, and Ella Fitzgerald vowed a full house at Toronto's Massey Hall in a one niter.

June was a big month for Bobby Curtola, complete with appearances on the American Bandstand TV'er, and a live show at Palisades Park.

"The Tender Years," destined to develop into strong commercial material on both sides of the border was released by The Beau Marks on Quality.

In June the Canadian record market felt the influence of TV as the Vince Edward package was released on Decca. "Dr. Casey" became the singing idol of the girls as well as a very big man in the operating room on TV.

Early in July Cash Box reported the appointment of Edward Leatham as Director of Sales and National Sales Manager for Capitol Records.

Quality rushed out the David Rose LP, entitled "The Stripper," figuring on active sales based on the success of the artist's single of the same name.

Phil McKeller, Toronto deejay over CKFH, introduced Bossa Nova to the North American continent through his efforts with the Stan Getz LP, "Jazz Samba" as the artist was appearing in Toronto just as the LP was released. Bossa Nova went on to take the continent by storm and McKeller ended up with a gold record presented by Quality for his pioneer efforts on behalf of the "new beat."

July saw "Peepin' n Hidin' released on Coral in both the U.S. and Canada by The Count Victors, four youngsters from Peterboro, Ontario. It took a while but finally broke into national recognition, starting in Detroit.

The number one British song in July was "Come Outside" by Mike Sarne. After a false start on distribution and promotion through an error in English-American affiliation, Capitol of Canada went to work on the disc with excellent results.

Jimmie Rodgers' debut on Dot made its appearance in July. "No One Will Ever Know" was the tune and it developed into a very strong commercial item in Canada.

Terry Mann arrived at Oshawa's CKLB as P.D. after a lengthy broadcast career in the U.S.

July was also the debut month for CHFI, Toronto's new fifty thousand watt station. Programming "good music," the station deejay lineup includes long time Montreal radio personality, Gerry Herbert.

Tamla—Motown exited the London distributor setup in Canada in July and joined the Phonodisc ranks.

Vic Damone pleased thousands of theatre goers in Toronto with his week's stand at the O'Keefe Center.

Jerry Murad and The Harmonicats and Jane Morgan starred at Ottawa's Central Canada Exhibition early in August. CKOY deejays played host to both star attractions, declaring "days" in their behalf.

"Roses Are Red" by Bobby Vinton soared over the magical 100,000 sales mark. That's Canada's "Gold Record" level, and Bob Martin and his Columbia cohorts presented Bobby with a gold record emblematic of his sales accomplishments in The Dominion.

Col Pix changed their Canadian distributor setup from Canadian Music Sales to The Compo Company.

RCA Victor in Canada was named distributors for Buena Vista Records, one of the major Walt Disney enterprises.

Another outlet for in person appearances by Canadian and American record talent was established with the opening in August of Bobby Simpson's Club 70 in Ottawa. This was followed by still another club debut in the same area as The Rib Room established a name entertainment policy.

August was the month that the Tony Bennett Concert played Toronto's O'Keefe Center to rave notices from trade and public alike.

CJAD, Montreal and CFRB, Toronto introduced their Canadian Talent Library to broadcasters in Canada and The U.S. featuring 100% Canadian talent, the transcription service is designed to improve exposure on the air waves for deserving and talented Canadians.

Gilles Marchand was given the nod as National Field Rep. for London Records Classical Division late in August.

September saw CKAC, Montreal celebrate its fortieth anniversary.

"Jamais" by Connie Francis, a Canadian release on MGM by the Quality people, out only a short time began to crack sales records left and right, especially as the song, sung in French, began to catch on in the many areas of Canada where French is spoken.

Montreal deejay Frenchy Jaraud spent a few anxious moments in the middle of a prison riot as rioting cons named him as the only man they would state their case to, when trouble broke into the open at a Montreal area pen.

Steve Woodman and Kieth Rich exited CKEY Toronto in September to begin a new afternoon show over New York's WNBC.

RCA Victor named a new Manager of Commercial Record Sales in September in the person of Knox Coupland.

Jerry Palmer, a Lakehead youngster, hit the jackpot in September when his newie, "Come Along With Me" was picked up for U.S. distribution by Joe Carlton.

Mike Stephens, long time host of CJAD, Montreal's Club 800, began a new TV show over a Burlington, Vt. channel beamed at Montreal in October.

"Damn The Defiant" underwent a title change for Canadian distribution to "H.M.S. Defiant," but the Col Pix sound track LP maintained the original title.

October saw Mahalia Jackson, Bobby Curtola with The Count Victors, Marty Robbins with Skeeter Davis, all appear in separate shows in Canada's Capital.

Long time record executive with Capitol, Dennis Lapointe, left the firm to join Sam Gesser at Folkways Distributors in Montreal.

CKLB, Oshawa deejay Slim Gordon had a tune he penned released on Capitol by Mac Wiseman in October. "Pistol Packin' Preacher" was the title.

October saw Ned Miller's "From A Jack To A King" on the Fabor label begin to flex its muscles through Ottawa's CKOY. Finally listener response was so great to the tune that Quality arranged for Canadian distribution rights, and the Miller sound was off and running. At last report it was aiming at the 70,000 sales mark, had established a name for Ned Miller, and won each of the CKOY deejays who helped introduce it, a gold record from Quality as a token of thanks.

Billy Martin the proud owner of a new LP package released in October. "Dancing Party" recorded in the U.S. and set for American and Canadian distribution (in Canada on London) had Billy keeping his fingers crossed. My Son The Folk Singer released ('nuff said).

November marked recognition of Phil McKeller's early air exposure of the Jazz Samba, Bossa Nova LP over Toronto's CKFH, as the spinner was presented with a gold album by Stan Getz on behalf of Quality Records.

Walt Grealis was named promo man at McKay Distributors, Toronto.

Helen Shapiro and Norrie Paramor arrived in Toronto for promotion and TV appearances on behalf of their respective Capitol outings.

Kirby Stone Four in London, Al Alberts and Earl Grant with appearances in both Montreal and Ottawa highlighted U.S. Record talent making the Canadian P.A. scene in November.

Norman Brooks and Nat Raider very happy over early reaction to their new Venus LP. Norman off to a club date in Vegas and keeping his fingers crossed for the album in general, and some of his own material therein, in particular.

Tommy Hunter's debut on Capitol in the U.S. and Canada with a great new sound, and high hopes by both label and artist that he will have attained the stardom he deserves long before next November and a Cash Box Review of 1963 in Canada's world of wax rolls around.

## CANADA Artist Bios

### MAX FALCON—Fraternity, Barry

Personal manager, Frank "Lucky" Pepp; national promotion manager, Pat Nelson; birthday, July 29th, 1937; home town, Campbellton, New Brunswick, Canada. Grew up in a small New Brunswick town, always had great enthusiasm for music. Organized a small singing group, but broke up when he enlisted in the Canadian Army at the age of sixteen. Discharged three years later, he spent two years traveling in the United States and Canada, writing songs and playing them on an old guitar. In 1959 he came to Toronto, and organized his own group of musicians, and began playing in night clubs and one nighters. In January of 1961 Max took this group to Bay City, Michigan for a two week engagement, playing in the finest club in the area. It was here that he was discovered by "Lucky" Pepp (this two weeks engagement lasted 5 1/2 months). "Lucky" was so impressed at this time, that arrangements were made for a recording session, in Nashville for the Fraternity label. Max has also appeared on Canadian shows, along with most of the Grand Ole Opry stars. He sings country and popular songs, and plays the guitar, drums, and piano as well.

### THE BEAU-MARKS

Four lads from Montreal, Quebec: Joey Frechette, lead vocalist, pianist; Mike Robitaille, rhythm guitar and comic; Ray Hutchinson, vocalist and lead guitarist; Gilles Taillefer, drums. Became internationally known through their hit record "Clap Your Hands." Appeared at Peppermint Lounge, New York and many more night clubs in U.S.A. Favorites at Le Coq D'Or, Toronto where they appear two or three times a year. Record on the Quality label in Canada.

### R. DEAN TAYLOR

A Toronto boy, 23 years old, who gained national recognition with his smash recording of "I'll Remember" on the Barry label. Dean writes and arranges all his own songs. He also accompanies himself on the piano. Dean Taylor has performed in many clubs in the U.S.A. and Canada. During his travels he finds time to enjoy his favorite sport, skin diving. Dean is currently playing clubs and record hops and is in the process of recording a couple of sides for release in the near future.

### TOMMY HUNTER (Capitol Records)

One of the best known, and most popular entertainers in Canada now represented on record with his new Capitol single, "Penny Wishes" and "Poor Little Bullfrog." The disc is set for both U.S. and Canadian distribution and extensive promotion in both countries. He now is featured on his own coast to coast radio show, and has been a regular cast member of the top rated Country Hoedown network TV'er since its inception some years ago. He was called to the attention of Capitol's Ken Nelson by long-time friend, Mac Wiseman. Nelson was impressed with Tommy, and immediately signed him to an exclusive Capitol recording contract.

### THE ROMEOS (Columbia Records)

The Romeos, Alex Ticknovich, Rick Stainsby, Vern Kennedy and John Garden are one of the best known vocal groups in Canada through their regular weekly appearances on the Juliette TV Show. They are one of the most versatile groups in the business in that each member is an accomplished instrumentalist, and they possess a rare faculty for quick paced comedy in their many stage appearances from coast to coast in Canada. Their first album was released on Columbia in 1962. It was a collection of ballads, all of them of the standard variety, that The Romeos specialize in on their various TV appearances. The LP was based on the considerable success the boys' first single for the label achieved in 1961. If the fellows are not singing, they can usually be found busily engaged in a bridge game.

### THE COUNT VICTORS (Coral Records)

The Count Victors, four young men from Peterboro, Ontario, are: Fred Munro (piano), Danny Harrison (guitar and vocals), Terry Lathangue (drums) and Bob Dixon (bass). Fred Munro is the Count Victor in charge of correspondence, fan mail, etc. Danny Harrison who handles the vocal chores with the Count Victors is partial to Jackie Wilson's singing style. Drummer Terry Lathangue is a HAM radio operator, while Bob Dixon, the man on bass, is something of a teacher for the group, employing his extensive musical knowledge. Bob's idol is Chet Atkins. The group scored heavily with their first Coral release, "Peepin' and Hidin'" in 1962, following a couple of releases in Canada prior to their debut on an international scale with Coral.

### THE TRAVELLERS (Columbia Records)

The Travellers, Simone Johnston, Sid Dolgay, Jerry Gray, Ray Woodley are one of the most travelled folk singing groups in the world. Moreover, they are one of the most talented groups in the medium currently. They have been described by some "purists" as being too commercial to be authentic folk singers but the enthusiastic reception of audiences the world over serves to indicate that the group is among the best. They recently spent a month in Russia as part of a cultural exchange program. Their concert appearances in the Soviet Union were sell outs. During their visit, Moscow radio stations played their Columbia records frequently. They are represented on wax through two Columbia LP's, "Quilting Bee" and "Making Hay." For information and scheduling, contact Sid Dolgay, 33 Lilywood, Toronto 19, Ontario.



# CANADA'S BEST SELLING RECORDS OF 1962

Listed in ALPHABETICAL Order, as supplied by Canada's Leading Distributors, and Manufacturers.

TITLE	ARTIST	LABEL
A Date With Lonliness	Sandy Selsie	Columbia
Ahab The Arab	Ray Stevens	Mercury
Aladdin	Bobby Curtola	Tartan
Al Di La	Emilo Pericoli	Warner Bros.
A Little Bitty Tear	Burl Ives	Decca
All Alone Am I	Brenda Lee	Decca
Alley Cat	Bent Fabric	Ato
A Steel Guitar And A Glass Of Wine	Paul Anka	RCA Victor
A Swingin' Safari	Billy Vaughn	Dot
Beechwood 4 5789	The Marvelettes	Tamla
Big Girls Don't Cry	The Four Seasons	Vee Jay
Bobby's Girl	Marcie Blane	Seville
Born To Cry/Lovers Who Wander	Dion	Laurie
Breaking Up Is Hard To Do	Neil Sedaka	RCA Victor
Break It To Me Gently	Brenda Lee	Decca
Can't Help Falling In Love	Elvis Presley	RCA Victor
Caterina	Perry Como	Elvis Presley
Cindy's Birthday	Johnny Crawford	Del Fi
Colinda	Rod Bernard	Vee Jay
Cottonfields	The Highwaymen	United Artists
(Dance With The) Guitar Man	Duane Eddy	RCA Victor
Dancin' Party	Chubby Checker	Parkway
Dear Lonely Hearts	Nat Cole	Capitol
Dear One	Larry Finnegan	Regency
Devil Woman	Marty Robbins	Columbia
Don't Break The Heart That Loves You	Connie Francis	MGM
Do You Love Me	The Contours	Tamla
Everybody Loves Me But You	Brenda Lee	Decca
Every Night	Paul Anka	RCA Victor
Fool Number One	Brenda Lee	Decca
Forgive Me	Babs Tino	Kapp
Fortune Teller	Bobby Curtola	Tartan
From A Jack To A King	Ned Miller	Fabor Discos
Funny Way Of Laughin'	Burl Ives	Decca
Ginny Come Lately	Bryan Hyland	Spartan
Good Luck Charm/ Anything That's Part Of You	Elvis Presley	RCA Victor
Heart In Hand	Brenda Lee	Decca
He's A Rebel	The Crystals	Philles
Hey Baby	Bruce Channel	Mercury/Smash
Honky Tonk Man	(the late) Johnny Horton	Columbia
I Can't Stop Loving You	Ray Charles	Spartan
I Don't Care/Little Miss Lonely	Helen Shapiro	Capitol
I Know	Barbara George	Regency
I Remember You	Frank Ifield	Capitol
It Keeps Right On A' Hurtin'	Johnny Tillotson	Cadence
I Was Such A Fool/He Thinks I Still Care	Connie Francis	MGM
Jamais (French)	Connie Francis	MGM
Just Tell Her Jim Said Hello/She's Not You	Elvis Presley	RCA Victor
Leah/Workin' For The Man	Roy Orbison	London
Lemon Tree	Peter Paul & Mary	Warner Bros.
Let Me In	The Sensations	Argo
Let's Twist Again	Chubby Checker	Parkway
Limbo Rock/Popeye (The Hitchhiker)	Chubby Checker	Parkway
Little Diane	Dion	Laurie
Little Red Rented Rowboat	Joe Dowell	Mercury/Smash
Loco Motion (The)	Little Eva	Dimension
Lonely Bull (The)	The Tiajuana Brass	A & M
Love Me Warm And Tender	Paul Anka	RCA Victor
Lover Please	Clyde McPhatter	Mercury
Lovesick Blues	Frank Ifield	Capitol
Man Who Shot Liberty Valance (The)	Gene Pitney	United Artists
Mashed Potato Time	Dee Dee Sharp	Cameo
Milk And Honey	Eddie Fisher	Spartan
Monster Mash	Bobby "Boris" Pickett	London
Montreal	Johnny Williams	Columbia
My Boomerang Won't Come Back	Charlie Drake	Capitol
Never In A Million Years	Linda Scott	Congress
Norman	Sue Thompson	Hickory
Old Rivers	Walter Brennan	Liberty
Only Love Can Break A Heart	Gene Pitney	United Artists
O Sole Mio	Robertino	Kapp
Palisades Park	Freddy Cannon	Swan
Patches	Dickie Lee	Mercury/Smash
Pepino The Italian Mouse	Lou Monte	Reprise
Peppermint Twist (The)	Joey Dee	Roulette
Please Don't Ask About Barbara	Bobby Vee	Liberty
P.T. 109	Jimmy Dean	Columbia
Rain Rain Go Away	Bobby Vinton	Epic
Ramblin' Rose	Nat Cole	Capitol
Return To Sender	Elvis Presley	RCA Victor
Roses Are Red	Bobby Vinton	Epic
Ruby Ann	Marty Robbins	Columbia
Sealed With A Kiss	Bryan Hyland	Spartan
Second Hand Love	Connie Francis	MGM
Sheilah	Tommy Roe	Decca
She's Got You	Patsy Cline	Vee Jay
Sherry	The Four Seasons	Philips
Silver Threads And Golden Needles	The Springfields	Parkway
Slow Twistin'	Chubby Checker	Dot
Speedy Gonzalez	Pat Boone	Scepter
Soldier Boy	The Shirelles	Ato
Stranger On The Shore	Acker Bilk	MGM
Stripper (The)	David Rose	Spartan
Susie Darlin'	Tommy Roe	Apex
Sylvie (French)	Michael Louvin	Apex
Telstar	The Tornados	London
That Greasy Kid Stuff	Janie Grant	Caprice
Things	Bobby Darin	Ato
To A Sleeping Beauty	Jimmy Dean	Columbia
Tu Peux La Prendre (French)	Guy Roger	Apex
Twist (The)	Chubby Checker	Parkway
Venus In Blue Jeans	Jimmy Clanton	Ace
Wah Watusi (The)	The Orlons	Cameo
Wanderer (The)/Majestic (The)	Dion	Laurie
What Kind Of Fool Am I	Sammy Davis Jr.	Reprise
When The Boy In Your Arms	Connie Francis	MGM
Wolverton Mountain	Claude King	Columbia
You Are My Sunshine/Your Cheating Heart	Ray Charles	Spartan
You Beat Me To The Punch	Mary Wells	Tamla
You Don't Know Me	Ray Charles	Spartan
Young World	Rick Nelson	Imperial
Your Nose Is Gonna Grow	Johnny Crawford	Del Fi

# AUSTRALIA—

by Norman Whitely  
Belinda Music Pty. Ltd.

As each year ends, it is usually possible to look back and see a trend in pop music fashion. It may be dictated by the dancers, or by the lovelorn, or by the sing-for-the-hell-of-it group who make up the expanding world market. So over the years we have endured or enjoyed, according to taste, Dixieland; Swing; Latin-American; Ballad; Bop; Scat; Ragtime; Beatnik; Big Band; Small Band; all symptoms of their time leading us inexorably to what appeared to be 'the ultimate' . . . rock and roll. For a long time it was a cert, and indeed was happily holding sway until it's first real rival came along in The Twist. Now this was a phenomenon rather than a fashion. It rose like a meteor, hovered awhile, and suddenly became dead as a dodo if you called it 'twist.' Any title including that word became out of date overnight, but the dancing motion itself stayed on, and dance-wise it seems as popular today as it was a year ago. Since the second quarter of the year, we have looked in vain for another fashion to take over, but unless one can call a series of Country and Western pops a 'trend' the business seems to be groping for a new lead.

If any fashion has been noticeable it is in the growing demand for Harmonic content as distinct from the purely melodic sound of recent years. It is too early to say if this could lead to a return of the 'big bands,' but it is certainly demanding a big band sound, whether acquired by background organ, engineers' ingenuity, or chorally. Some outstanding examples of this satisfying noise this year have been Toni Fisher's 'West Of The Wall'; Ray Charles and his 'I Can't Stop Loving You'; Bobby Vinton with 'Roses Are Red', and more latterly Toni Fisher again with 'Music From The House Next Door'. There are

others following this trend to 'thicker' sounds, and it may be a pointer to developments in 1963.

One interesting factor has been the revived interest in instrumentals. From an obscure instrument, the guitar has become as much a household word as the piano of the first half of the century. It seems to be the only instrument capable of achieving success by amplifying its own natural beauty, as distinct from the overblowing, distortion and other gimmicks employed on other instruments. This in itself may be a trend as more and more of the public seem to enjoy the sounds of The Shadows (England); Rob E.G. (Australia); Santo and Johnny (U.S.A.), and the newest recruit—Digger Revell and the Denvermen (Australia). They may make pop history during the next year or two with their fruity themes.

However, here in Australia one must allow for Radio Station policies, which may not always reflect a true picture of market demand. A series of best-selling records in U.S.A. and England have been 'axed' by Programme Selectors in recent months, particularly in New South Wales, including some which have hit the No. 1 slot in American charts. Even local artists and their records have suffered in this way, and with New South Wales housing a large proportion of the Australian population, it is a serious matter. It is to be hoped that these policies will relax during 1963 and once more allow the public to choose for themselves. Then perhaps the real trends will become evident.

Perhaps the year 1962 however will carve it's own niche in Australian music history as the year when the original Australian product began to achieve some recognition overseas. Australian artists and composers found their work being released on various overseas markets for the first time, and a new invisible export is being developed which could have far-reaching effects on Australian economy. New Zealand economy too, as in that country new alliances with Australian companies are opening up overseas markets to a small country with some of the best musicians in the world. Our own organisation is proud of the example it has shown in this respect with some outstanding exports such as "I've Been Everywhere" written in Australia by Geoff Mack, recorded on the Festival label by our own Lucky Starr and released on Big-top label in U.S., also recorded by Hank Snow on RCA Victor in the States and again released in both countries. "Charlie Mopps" . . . originally recorded by Johnny Devlin for Festival, and subsequently recorded by the Cocktail Trio in Holland, resulting in a Golden Disc and 100,000 sale in Holland. "Hey, Little Angel," appeared as "Hey Petite Angela" in France, "Charlie Mopps" came up in Germany. Little Songs that Teach for children by Australian writers Cordukes and Harris appeared in a fantastic publishing job done by Hill and Range Songs, Inc. in New York, and a constant stream of others are leaving us for overseas offices. Sooner or later they must add up to something for Australian exports. We do not claim all the credit, and regardless of the publisher or record company which achieves an overseas release, we in the music field can claim to be doing our bit towards building new markets for this corner of the world. Perhaps that is the biggest thing of all for Australia in 1962.

A few posers:—

WHO will start a move to curb the Copyright Pirates in Malaya and the Far Eastern areas?

WHY must some singers seek success by distorting the English language?

WHAT do overseas publishers hope to achieve by insisting on big advances for Australian rights?

WHEN will someone standardise the centre holes in records?

WHERE did the Wobble-Board go? To all my friends in many countries, my best wishes for 1963, and wherever you fit into the music business, remember we're all in this together.

## CANADA—Artist Bios

### SANDY SELSIE (Columbia Records)

Fourteen year old Sandy Selsie from Richmond Hill, Ontario already has two hit Columbia singles to her credit, and seems destined for many more. Her first waxing, "Date With Loneliness" was listed as Canadian Columbia's ninth best selling record in 1962. The session was cut in Nashville under the supervision of Don Law and Frank Jones. Columbia's hierarchy figure young Sandy as the label's answer to Brenda Lee. Her second single is doing well regionally now, and her Columbia bosses figure that the third release, set for the first of the new year, to be her strongest yet. She is a native Torontonian, but when she was only five she made her show-biz debut on a radio talent show. Shortly thereafter her family returned to the Toronto area, where young Sandy made numerous appearances. Her first big professional break came along when she was ten years old. She was invited to appear on a broadcast over WWVA, Wheeling, West Va. Numerous Canadian radio and TV shows followed, and then came her first Columbia disc session. Now, with two better than average singles, and a lot of experience in show-biz under her belt, this young Canadian looks forward to her biggest and best year, 1963.

### BILL BUTLER (Epic Records)

Bill Butler was featured with his piano and orchestra at Toronto's Lord Simcoe Hotel, Pump Room since the hotel opened in 1957. His first LP for Epic, "Portrait Of A Piano" developed into such a hot commercial package that a second set, including most of Hollywood's hit themes, had its recording and release date advanced considerably. He has been featured at one time or another on most of Canada's top network shows, and has made American video appearances with Arthur Godfrey and Dave Garaway, among others. A hit single, his version of "Soldier Boy" added to his success in 1962. Bill is hopeful that the label is grooming him to take over for another very successful Canadian in the Columbia family, one Percy Faith.

### BOBBY CURTOLA (Tartan Records, Del Fi in U.S.)

Born: April 17, 1944, Port Arthur, Ontario, Canada. Bobby Curtola (his real name) is one of the first internationally recognized entertainers to first be recognized in his native country. To date he has had ten singles, all top ten items in Canada, two of them have been chart items in the U.S. as well. "Fortune Teller" was the first of Bobby's records to be released in the U.S. by Del Fi, currently his recording of "Aladdin" is on the Cash Box Top 100. He also has two albums to his credit, the latest entitled, "Meet Mr. Personality." He has appeared in over 400 shows in Canada during the course of his short career so far, and has also been on extensive promotion and show trips that have taken him to every major market in the U.S. This includes an appearance on American Bandstand and a show at New York City's Palisades Park. Bobby's International Fan Club headquarters representing 527 affiliate clubs in both the U.S. and Canada, is located at 143 Prospect Avenue, Port Arthur, Ontario, Canada. Co-managers, Dyer and Basil Hurdon.



# AUSTRALIA — 1962

Like most countries, Australia during the year just passed has seen vast changes take place. After staggering and halting temporarily under the depressive influence of a governmental financial policy that brought about widespread loss of public confidence and the resultant withdrawal of money by the public, the economy has since June slowly but surely pulled itself back month by month to a position where economists tell us we were two years ago. Because of this slow recovery we believe that the country's economy is far sounder than prior to the credit withdrawal.

Being a luxury line, records naturally suffered saleswise and it is a credit to the Australian companies that no major company disappeared during this time of many problems.

Radio functioned throughout this period and was supplied with the countless records with hit potential that were turned out by the majors of Australia. Hits climbed the charts and dropped again and in the majority of cases sales very seldom reached beyond 8,000—exceptions of course ran on to make a big noise and sales of 20,000 plus were notched up but it is fantastic to realize that a few short years ago songs of a similar nature would sell in excess of 80,000 discs.

Many, many reasons for this have been stated but whether it be the type of music, the frequent programming of format Top 40 stations or the fantastic sales of transistor radios, the big fact to emerge from this struggle has been the clear and resounding victory of Australian artists over the overseas artists. No longer does the big American name carry the weight that it used to. No longer can the US company demand and get big advances in the name of a troupe of artists—because the Australian producer has seen his own local boy or girl gain record sales far in excess of the imported variety.

In recent weeks we have seen an appeal by *Cash Box* editorials for US companies to soft pedal the "advance" situation—this is sound advice because the day is fast approaching when Australian record companies will be in such a strong position with their own products that they would much rather spend the advance requested on a local production, which they know will without any fear or risk at least cover costs and have every chance of running on to hit potential.

Australian artists have won success during this year and from nearly every company there have been at least two or three big hit records by local artists—this is most encouraging after years of promoting and trying. Also encouraging is the number of overseas releases gained by Australian artists in countries such as US, Canada, South Africa, England and Germany. This fact will highlight the remarks made earlier in this article and point out that the quality

of recording available in Australia is up to international standards.

Vast sums have been spent on promotion by record clubs and the like—multi-colored ads, full page ads, have been used to woo the public away from the record retailer to the company-controlled outlets and it is felt in many circles that retailers must have suffered somewhat by these company activities—in some cases selling disks at almost half the price of identical records in retail outlets. Attempts have been made by retailers' associations to stop these activities but none have lasted very long and many new outlets have been established by companies which must further deplete the effect of the retailer. So it would seem that both outlets are continuing to operate side by side and an air of armed truce is evident in the retailers' camp. The basic fact is that many records released through the trade have fared badly and when these identical records come up in the clubs they sell exceptionally well . . . who can complain about results like this—a record company is keen to obtain the maximum sales from their investment and it does seem that the retail setup is incapable of getting these sales as it is established at this time. Just how this can be improved is problematical but many retailers should take a very keen look at the staff who sells records to the public. It will be found that many, many records departments do not carry trained staff at all and it must be stressed that like all branches of the selling profession, record selling is a specialized one. No record company is happy about having its products handled by staff who have no more interest than getting the customer out of the shop as quickly as possible so that they can continue to daydream about things that have no bearing on records or record sales. It is this fact that has led many companies to seek alternative means of selling.

On the publishing front we have seen many active publishers pushing their songs and gaining great action on songs that have not made very much noise overseas. Sheet music continues to make its presence felt on the Australian scene and unlike the United States, where many publishers never even contemplate printing a piano copy, here in Australia almost a hundred per cent of publishers conduct a lucrative trade in sheet music. The publishing companies have proved most co-operative with record companies during the period under discussion and both professions have proved the value of this policy by a steady growth in both branches of the music business.

The future does seem to be very strong and as this young country forges ahead so will the music business in this country . . . strengthened by the trials and experiences of the past eighteen months to be in a position second to none in the world.

## AUSTRALIA — Best Selling Records 1962

1. Moon River (Henry Mancini—RCA) Chappell & Co.
1. I've Been Everywhere (Lucky Starr—Festival) Johnny Devlin Music
2. Alley Cat (Bent Fabric—Columbia) Chappell & Co.
3. Do You Want To Dance (Cliff Richard—Columbia) Robert Mellin
4. Midnight In Moscow (Kenny Ball—Pye) Essex Music
5. Norman (Sue Thompson—Hickory) Acuff-Rose
6. Good Luck Charm (Elvis Presley—RCA) Belinda Music
7. My Boomerang Won't Come Back (Charlie Drake—Parlophone) Leeds Music
8. Wolverton Mountain (Claude King—Coronet/Kevin Shegog—W&G) Wal-laby Music
9. I Remember You (Frank Ifield—Columbia) Chappell & Co.
10. Working For The Man/Leah (Roy Orbison—London) Acuff-Rose
11. Roses Are Red (Bobby Vinton—Coronet) Leeds Music
12. Let There Be Drums (Sandy Nelson—London) J. Albert & Son
13. The Twist (Chubby Checker—HMV) J. Albert & Son
14. Silver Threads And Golden Needles (Springfields—Philips) Boosey & Hawkes
15. Southern 'Rora (Joy Boys—Festival) Col Joye Music
16. Swiss Maid (Del Shannon—London) Chappell & Co.
17. Multiplication (Bobby Darin—London) Trinity Music
18. Have You Ever Been To See King's Cross (Frankie Davidson—W&G) Woomera
19. Can't Help Falling In Love (Elvis Presley—RCA) Belinda Music
20. The Lonely Bull (Tijuana Brass—Festival) J. Albert & Sons
21. Si Senor (Rob E. G.—Festival) Leeds Music
22. Lovesick Blues (Frank Ifield—Columbia) D. Davis & Co.
23. Orange Blossom Special (The Spotnicks—W&G) Leeds Music
24. Sing (Johnny O'Keefe—Leedon) Jewell Music
25. It'll Be Me (Cliff Richard—Columbia) Robert Mellin

# SOUTH AFRICA — 1962

Without doubt the biggest impact on the Republic's record industry in 1962 was made by the folksy Jim Reeves. Before his personal appearance tour of this country in the latter half of the year his records sold well—after it he created an avalanche of record sales for the RCA distributors in this territory. The moral—personal appearances pay off handsomely in the Republic of South Africa where there is no TV and commercial radio is limited to two stations. Pat Boone, Cliff Richard and Jim Reeves have all found that South Africa gives a rousing welcome to favorite entertainment stars and it's this correspondent's guess that many more top show biz personalities will visit us in 1963. Current probables—Connie Francis and a return visit from Pat Boone. Our record industry continues to grow and visits by big name artists is a wonderful stimulant.

Of over riding importance to the industry's growth is the rapidly increasing purchasing power of the African (13,000,000 in the Republic alone). Still an avid devotee of his own brand of African Jive and traditional tribal songs the African is buying more and more recordings of Negro/American Jazz stars both vocal and instrumental.

It is also indicative of the steady growth of the market as a whole in this territory that the Republic's newest record company—The Radio Record Company (established February 1962) has enjoyed an outstanding first year's trading. The company's Managing Director—Brian D. Hobbs when asked to comment on prospects in '63 said: "I have been in the record business for 14 years and I find it as fascinating and as vital today as it ever was. The challenge is always there . . . no less in 1963 than it was in 1949! The prospects for business in '63? Unlimited!"

The past year saw the absorption of Trutone Africa Ltd., one of this country's major record companies by Gallo Africa Limited (Decca Records). The take over was affected smoothly and the results of the additional investment by Gallo Africa will become clearer in the new year. At the beginning of the year the industry combined its resources to launch what turned out to be a highly successful campaign. Almost overnight through the force of a giant radio and press campaign the public were conditioned to regard the 78 speed single as obsolete and the 7" single as the only acceptable form of single recording. This changeover was overdue but the industry was doubtful of the outcome. When put to the test the point was proved conclusively. The country was more than ready for the 7" single.

The African record market which is almost boundless (apart from the 13,000,000 Africans in the Republic of South Africa there are on our borders and north of us a further 70,000,000 Africans) has been further influenced with the introduction of FM broadcasting which provides a complete daytime and evening programme especially for Africans. So far this service can be picked up in certain areas only—soon a complete network of transmitters will bring FM broadcasts in many different languages to all the African people in the Republic. These broadcasts are "commercial" and give a much needed outlet through which business can approach the African. This is probably the most difficult of all merchandising problems in respect of the African—"how to reach him successfully." FM radio will assist greatly in this regard.

EMI has scheduled the English record Star Cliff Richard to a round of personal appearances in this country commencing early in the New Year. A polished performer Cliff Richard has appeared on our stages a number of times before and his records enjoy a tremendous popularity.

My Fair Lady opened for the first time in South Africa a few weeks back and was immediately applauded by the critics as on a par with major presentations of the famous musical in other centers. As usual seats are unobtainable through the Xmas period and booking extends well into the New Year. Record sales of the My Fair Lady album have soared.

# JAPAN — 1962

## JANUARY

The "BIEM" issue was solved when BIEM and JPRA, the label organization reached an amicable agreement to allow local diskeries use of compositions under BIEM's control with a 2% royalty rate.

## FEBRUARY

The American originated fad, Twist captured the complete popularity among teenagers and continued to be so until early fall.

## MARCH

Victor introduced 4 new labels (Cameo-Parkway, Candid, Vee Jay), of which first release covered Chubby Checker's twisting disks while Toshiba started to issue Liberty label.

## APRIL

Government reduced the commodity tax rate on disks (smaller than 7" in diameter) from 20% into 10% provisionally for 3 years to come. In connection with the move, retail prices on records were slightly lowered effective, June.

## MAY

Educational Ministry established a special committee for revision of the existing copyright act by nominating 30 members. Nippon Westminster was substantially merged into Columbia when the two firms signed an agreement of business cooperation.

## JUNE

Distribution of United Artists label was shifted from the old pactee, Victor, to Columbia. Reprise label started to be represented by Victor.

## JULY

Victor's special sales campaign "Blue Hawaii Sale" successfully ended this month (started May) in selling over 10 thousand copies of "Blue Hawaii" disks by Elvis Presley. Columbia was the 3rd diskery that entered into "plio-film" records biz being later followed by Teichiku Records. Teichiku initiated Union label integrating Belgian Ronnex, Hollandian Arton, Italian Blue Bell, Australian World Records and American Request.

## AUGUST

Yamaha Music, sub-publisher, made a big cabinet reshuffle en masse high-light of which was retirement of Fumio Suzuki, managing director.

## SEPTEMBER

JPRA (Japanese Phonograph Records Association) and JASRAC (Japanese Society of Rights of Authors and Composers) reached an agreement which enabled local diskeries to use lyrics of tunes under JASRAC's control without any charge during the period in which the agreement is in effect (retroactive starting last April until next March). Nippon Westminster and Nitchiku Industry quit membership from the label organization, JPRA.

## OCTOBER

Publisher Yamaha Music suspended distributing "plio-film" records.

Diskery-electric appliances maker, Columbia, entered into the music instrument manufacturing and distributing biz.

The newest sub-publisher Taiyo Music went to operation representing Aldon's catalog here.

## NOVEMBER

Joogo Okamoto nominated prexy of Toshiba Music Industry in the diskery's cabinet reshuffle, which was brought about by resignation of Shigeru Sunada, representative first managing director.

Veep Hitoshi Momose was promoted to prexy and Konosuke Matsu-shita appointed board chairman of Victor Co., of Japan.

Victor's second pressing plant started its full operation with capacity of 300 million LPs per month. Columbia acquired its subsidiary Nippon Denki Onkyo Co., Ltd. (Den'on). Joe Orleck, president and publisher of Cash Box, was here.

## DECEMBER

Teichiku Records became the 4th diskery that manufactures and distributes so-called "plio-film" records.



# 1962 COIN MACHINE REVIEW

## A Year-End Review of Industry Events, Problems and Opinions

### The End Of The Year Brings An End To Bingos

When the year began the Justice Dept. was trying hard for a ban on bingo machines and at the close of the year—two weeks before the final day of 1962—the Eastland Bill became effective and it was unlawful to ship multiple-coin in-line games interstate. As December 17th—the effective date—approached, wholesalers scurried about ridding the warehouses around the country of every bingo game in sight. And it was not known if another multiple-coin game would ever be manufactured again.

New models of other types of equipment continued to be introduced of course, and with the new models came new appointments, new personnel, and new problems. Production was the big one for the hits, and sales were the problems for the losers.

The vending machine business had lost its glamour on Wall St. but the solid operator like Macke, and ARA and United Servation continued to expand soundly with hot food and large full-line plants in their futures. Canteen elected a new President, Pat O'Malley, and it was said that O'Malley was the answer to some of the problems at Canteen. At the year's end, the firm had improved its performance and the giant was still on top in first place in the business of operating machines.

Merchandise machines continued to make their way onto the market and vendors for photo copys, films, flash-bulbs, shoe-shine kits and other non-edible products were introduced. Chi-Coin's Ed Levin retired and oldtimer Vince Shay died, in the same week.

Seeburg put the speakers on top of the juke box this time and ran ads stating why the juke box had ears. By the year's end the 1963 machine was not called a juke box but was altogether different than the one with ears or any other model ever seen before. It was a tasteful mahogany music unit designed for the so-called champagne locations and offered the widest selection LP music ever—480 selections. At the close of the year the machine was said to be garnering 50¢ pieces in the top locations of America.

Anti-cigarette campaigns continued but cig sales soared for a record—fifth year in a row. The Don Moloneys had twin boys named Adam (AM) and Patrick (PM) as the lads were

born in the morning and afternoon but only minutes apart.

Del Coleman continued as Chairman of Seeburg but brought in Frank O'Brien as President. By the year's end, O'Brien had left and other personnel changes had taken place at Seeburg. Among them Bill Adair who flew from Philly to Chicago to remain as sales v.p., Dan Collins who left Billboard to take the eastern sales post, and Bill Prutting who moved to Europe to assume export duties. Earlier Jack Gordon was named Exec V.P. in charge of all divisions. So in addition to a new juke box, Seeburg had a different sales and management staff and looked to '63 with anticipation. Tom Herrick, marketing v.p. and director, supervised the European and domestic promotion and had great things in store for the coming year.

### The Importance Of Programming

Programming continued to be an important part of operating music and editorials outlined the need for a closeness to the sounds which people pay money for. Ops were expected to take advantage of the growing interest in jazz, the radio swing from r&b to sweet, and a new chart in CB which would pinpoint op best bets. Wurlitzer introduced a new phonograph and the theme centered around the music which will bring the greatest income—the Ten Top Tunes—in this case Wurlitzer claimed that the ten top tunes were the records most often played. Competition pushed 33 stereo singles culled from LP's, and the operator wondered if he wasn't giving way to the return to nickel play. However, after the initial premiere, the TTT proved successful, increased play from all reports, and while on the surface it was technically music at five-cents a tune the volume of play on the machine offset the technicalities and collections were greater which was what idea was in the first place. As the year came to a close Wurlitzer prepared to add to its line a new component which would enhance and merchandise the TTT feature. January was the official announcement date set for the release of the component part.

American Shuffleboard tourneys continued in full swing throughout the New England and Northwest areas as patrons of bars in these areas played for trophies. A new electronic golf machine—Golf-It—was launched as the industry tried to capitalize on the golf interest. They did it with bowling but at the years end there was nothing sensational in the golf end of the business available.

Major wholesalers set sail for London's A.T.E. Convention and learned that while the country was saturated with slot machines the amusement and phonograph machine was still a major product to be shipped to the UK.

Editorials asked if '62 Brings Prosperity Will You Be Ready For It? Prosperity never came but no one starved either. Routes did very well, generally, and new equipment sales were good.

British operators faced the year with concern over the Common Market problems as did all industry in the UK. German arcade ops looked to their Government for aid through legislation and asked for an increase in the number of pay-out machines permitted in a location. At the moment, two were allowed. There was no increase heard about by year's end. NYS studied a mandatory insur-

### MOA CONVENTION FAILS TO DRAW; RATAJACK RESIGNS; MILLER TO LEAVE IN DEC.

MOA Board To Change Bylaws, Interview New Applicants, Regio Member Drive; '63 Show In Chi

The annual convention of the Music Operators Association (MOA) failed to draw the expected attendance, and the board of directors has decided to change the bylaws and interview new applicants. The board also announced a regional member drive for 1963, and the location for the next convention in Chicago was confirmed.

Attendance Slim At Convention As 3 Phono Mfrs. Fail To Display; Exhibitors Dissatisfied With Show

Attendance at the MOA convention was significantly lower than expected, with three major phonograph manufacturers failing to display. Exhibitors expressed dissatisfaction with the show's organization and the overall atmosphere.

Common Year's Business At Chicago Programming Meet; 1963 Discussed

A meeting of industry leaders in Chicago discussed the common year's business and the outlook for 1963. The discussion covered various aspects of the industry, including programming and market trends.

Wurlitzer Sales Up 15% For Year

Wurlitzer reported a 15% increase in sales for the year, attributed to the success of their new phonograph and the Ten Top Tunes promotion.

What's The Oldest Op In The Business?

An editorial highlighted the experience of the oldest operator in the industry, discussing the challenges and opportunities of a long career in the field.

What's The Oldest Op In The Business?

Continuation of the editorial on the oldest operator, focusing on their insights into the industry's evolution and future prospects.

What's The Oldest Op In The Business?

Further continuation of the editorial, providing a detailed account of the operator's career and the state of the industry.

What's The Oldest Op In The Business?

Final continuation of the editorial, concluding with the operator's reflections on their years in the industry.

**Editorial**

**The Eastland Bill and the Coin Machine Industry**

It has been three weeks since President Kennedy signed the Eastland Bill (P.L. 86-58) which becomes effective December 17 and Public Law 87-64, to be known as the Gambling Act of 1962. An attempt is being made to explain the ramifications of this bill to the industry, for the benefit of the industry.

The Eastland Bill is an amendment to the Johnson Act of 1951. The Johnson Act specifically banned the interstate shipment of slot machines which were described and identified as such. The Eastland Bill extends that ban to any other machine designed primarily for use in gambling and which when operated may emit a prize or money or property, or deliver money or property, as the result of an element of chance. The Eastland Bill does not identify any specific machines, as does the Johnson Act. The Department of Justice, however, has advised that the Department of Justice, particularly the Assistant Attorney General Robert Kennedy, indicates that the scope of the bill is intended to include all machines which are used in gambling and which are shipped interstate. It is intended that interstate shipment of multiple coin in-line games will be prohibited as of December 17, 1962.

The Eastland Bill does not apply to the single coin placed machine (identified as a nickel machine in the text of the bill), nor does it prohibit interstate shipment of multi-coin slot machines, slot machines, multi-coin slot machines, or similar amusement machines.

The bill also states that "it shall not be unlawful to transport in foreign commerce or interstate commerce any gambling device into any State in which the transportation of such device is specifically prohibited or lawful to a State of this Union." In his statement, Mr. Kennedy of Justice indicated that he believed that this amendment excludes from the bill not only Illinois and Nevada, but also Arizona, California, and other States. Other States are mentioned as possibly being legal recipients of "gambling devices" according to the text of the bill but are not mentioned in the statement.

The Eastland Bill has an effect on regulations governing the operation of multiple coin in-line games.

Whether or not the manufacture of multiple coin games continues, such multiple coin games, as the other kind, must be shipped interstate and to States in which any such machine is prohibited or "restricted" as to use, as long as the dealer or distributor in shipping, as well as the manufacturer (where) registers with the Attorney General. Regulations are not outlined in the bill.

It is hoped that the above discussion offers some of the important facts about the industry leaders. In preparation for legislation, the industry members, in order to represent themselves in the House of Representatives, have been urged to contact their representatives in the House of Representatives. The role of the industry members in the House and in the Senate is to be represented as an industry member.

Cash News—December 17, 1962

ance bill for kiddie rides, Iz Edelman said he had a coin-operated tape player, and NAMA formed another state council in Oklahoma. Continental opened its latest full-line feeding installation at Ft. Monmouth in Jersey amidst much publicity. Lou Casola, veteran coinman, sold out for one-quarter million dollars and devoted more time to PR and MOA business.

Operators were told to act more like businessmen and at the close of the year received a pat on the back from bankers who were increasing in numbers among those who now thought highly of the industry and the people in it.

NAMA went into a highly complex promotion program to introduce vending to major parks people and the results were still being studied by December. Management was brought into the picture, in addition to the Parks effort, when AMA held a three-day seminar at the Astor Hotel in NYC and told gasoline and other major industrials what, why, and how vending operates. The move toward giant installations operated capably only by giant publicly owned firms was underway and moving fast.

### Music Ops In Background On Mood Music Business

Music ops were criticized for permitting outside electronic repairmen and others to capitalize and gain footholds in the background music business, a business originally belonging almost solely to the music op. Reprints of editorials were circulated throughout the nation as ops awakened to the possibility of losing out on what promised to be a lucrative field for regular monthly income. A layout on vending at Macy's department store in NYC was used by operators in Hamburg to sell German locations on the idea. February wasn't even out the door when the first baseball game made its appearance. United delivered it.

Organization was stressed within the industry as local, state and national moves were made by coinmen. MTA was not holding too well and was on its way to a dismal convention but a bright new change in management. By the end of the year, Bob Blundred was Manager and Harry Snodgrass was President. George Miller was not on the Board and the national association began a long uphill climb. First stop—the juke box



**Clemens' Schwab**  
Skeptical Over '62 Forecast

**Williams Announces "Edison Seating"**  
Baseball, Free Play Model Called "World Series"

**Seeburg Distributors Charge Against 33 Single**, Argues That It's The Reason Behind Increased Juke Collections; Hits At Record Mfrs.

**Clark's Order Spans**  
Continued Like Play




Dallas joining the ranks and then with others leading up to the highly successful '63 showing held at the closing quarter of the year. The sales were said to have been near record proportions for '62 and with the new '63 model out demands for even greater production caused a slow-down in delivery. But distributors couldn't have been happier with the orders.

The previous year (1961) was proven to be the export market's biggest year and with '62 underway another record was in sight. As foreign countries took to coin machines they took the American-made models and sales soared. Belgium held its first coin show and vending played a major part.

Vending here took on an added importance to operators looking to diversify and expand. Cigarettes were the first addition and with candy already being viewed with possibilities, coffee vendor mfrs. were trying hard to make a more simplified machine to lure the music ops into the 'wet' end of the business. With the advent of Spring business looked good, not only in the industry but across the country. JFK promised less unemployment, a steel strike was averted, and coin machine operators said that the locations were picking up in traffic. A big market dip in May (the second biggest) took the wind out of everyone's sails and the country nose-dived. Slowly but surely it picked itself up and started back on the road to health.

manufacturers and exhibit contracts. Canteen's Fred Schuster issued an optimistic statement for earnings early in the year but he was not around to see them take form. O'Malley moved to the top post and Rowe AC continued to appoint and purchase outlets.

Location contracts took on added importance as an NYC attorney came up with a clause which enabled the op to hold onto the location even in case of sale or transfer. The contract was heralded throughout the trade and every one became more conscious than ever over the link between today and tomorrow—the contract. A major vending operating firm (ARA) set up a scholarship foundation for college and post-grad levels. Bilotta from NYS drove hard on the road, Empire gave away free clocks, and First Coin had a catalog for those who asked for it.

Direct sales had hit hard in the Nebraska area and ops were alerted throughout the country to defend against this practice which oftentimes led to lost locations and injured relations.

Rowe AC continued changing personnel and Kleiman was transferred to a Milwaukee distributor post as Hale, Pres. and Harper, Vice-Pres. took over, under the guidance of O'Malley. Later Hale was removed and Harper stepped into the prexy post to team up with O'Malley. The team won wide respect throughout the distributor organization.

ASCAP held a west coast meet and the coin industry sat up to take note but only for a moment. Nothing came from the huddle. A shortage of amusement machines and arcade equipment came about after a heavy export year led to depleted inventories. At the year's end no relief was in sight and exports continued to drain off the later model equipment.

Rock-Ola, with plans for the new line being prepped at the plant, made several changes in the sales organization, first with Abe Susman in

**VENDING, 1962**  
A Convention Of Substance  
and Common Sense Business






Seeburg reps traveled the nation demonstrating stereo, LP selections, and proper programming. The factory insisted on stressing the need for adult music on the juke box and ops came into the fold, slowly but surely.

The opening of new plants continued throughout 1962. Peach State opened a giant sized plant in Columbia, Royal put up a plush center in Cincy, Betti put the final touches on his modern site in Jersey and Runyon announced his 36,000 sq ft plant in Springfield. The need for more space, efficient production and service techniques, and general expansion were seen as the prime reasons for the moves.

The Government took a licking from all of business following the steel blow-up and everyone thought the Kennedy Administration was stepping into too many business roles. The coin machine business thought this way too and as the Eastland Bill banned bingos, many thought perhaps Government was responsible for the start of the legislation which snuffed out a profitable segment for those concerned.

Joe Orleck was honored at a UJA benefit, took the opportunity to announce his engagement to Pauline Slott, and followed through as expected in October with a marriage and a five-week Oriental honeymoon trip. Another bachelor had gone the way of all flesh.

Diversification was discussed and many levels of industry looked to lines they wouldn't have considered earlier.

**Editorial**

**Cigarettes and Candy Can Pave The Way To Vending**

It is an opinion of some members of the industry that the future of the business will be determined by the success of the vending machine in the sale of cigarettes and candy. This is a reasonable opinion, for these two products are the most popular items sold by vending machines. They are also the most profitable, and their sale is the most consistent. Through the years, vending machines have been used to sell a wide variety of products, but it is cigarettes and candy that have made them a household name. The success of these two products is due to their convenience and their popularity. They are also the most profitable, and their sale is the most consistent. Through the years, vending machines have been used to sell a wide variety of products, but it is cigarettes and candy that have made them a household name. The success of these two products is due to their convenience and their popularity.

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| <b>Shuffles</b><br>All Makes—All Models | <b>Pool Tables</b><br>All Makes—All Models | <b>Arcade</b><br>Assorted  |
| <b>Vending Machines</b><br>All Types    | <b>Pingames</b><br>All Makes               | <b>Parts - Supplies</b>    |

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To All Of Our Customers . . . Friends . . .  
Manufacturers and Suppliers

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| <b>T. LLOYD STRAWHAND</b> | <b>GUY E. (Rusty) DERBY</b> |
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| Chicago Dynamics Industries, Inc.   | Irving Kaye Co., Inc.          |
| J. H. Keeney & Co., Inc.            | Victor Vending Corp.           |
| J. F. Frantz Mfg. Co.               | Standard Changemakers Inc.     |
| Bally Manufacturing Co.             | Williams Electronic Mfg. Corp. |
|                                     | Klopp Engineering, Inc.        |

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Distributors In The Indiana Territory For:

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Rhapsody 160 — Capri 100

BALLY



CHICOIN

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Citation — Royal Crown Big Hit

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★ WILLIAMS ★ UNITED ★ MIDWAY
★ FISCHER ★

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Editorial

The New Look At MOA

If every event can be used as a barometer of what is to come, the coin machine industry...

The new Managing Director has brought his eye to bear on the coin machine industry...

The biggest rebuilding job is obviously membership. From these MOA reports to generate...

In the coming weeks, MOA representatives will be working toward the goal of having membership...

This work, as we open later, MOA President...

Distributors took on specialized lines, and operators began operating merchandise machines. A TV show in Omaha spurred pool table play via a tourney...

Rowe-AMI announced a new phono which would play monaural or stereo at the switch of a button.

Bally announced it would discontinue bingo game production because of limited market once Eastland Bill passed. Coin machines were displayed at food shows, tavern shows, expositions, and state fairs.

NYC Music Ops Hear Juke Box Play Commercials; Plan Underway To Sign Machines For Advertising Revenue

Deer... representing ops in Madison, Wis. Deal... with...

Paygo Banks Get Fair Report Cites Shortage

Paygo banks... report... shortage...

Berry AC Refuses Dish

Berry AC... refuses dish...

Wurlitzer Appoints Musical Unit For New York-New Jersey Territory

Wurlitzer... appoints musical unit...

Pennsylvania Ops Back MOA Leadership With 100% Membership

Pennsylvania ops... back MOA leadership...

Essential Bill Made By Repairs In What Machine Parts, Juke Boxes Trade To Rail Shipments To Plant

Essential bill... made by repairs...

Miami Show Set

Miami show... set...

Report To Distributors Shows AC Vending

Report to distributors... shows AC vending...

the meets to freshen them up for the selling job upon their return. An organization introduced a unit which will play commercials on juke boxes.

Vendo liked the results of its vending tests at the Seattle World's Fair. Wurlitzer, after a hiatus, appointed a distrib in NYC, and Williams took a book vending machine on the road.

Management Men Hear Vending Execs Outline Pros and Cons Of Business; AMA Seminar Attracts 75 Top Firms With Vending Plans

Management men... hear vending execs outline pros and cons...



We take great pride and enthusiasm  
in presenting to the Operators in Europe

# THE 1963

# ROCK-OLA

## Fully Stereophonic Phonographs

*Capri 100*

100 Selection

*Rhapsody 160*

160 Selection

WE EXPRESS CONFIDENCE THAT WITH THESE WELL-  
STYLED — QUALITY-BUILT ROCK-OLA PRODUCTS . . .  
THE LEADERSHIP IN PHONOGRAPH SALES IN EUROPE  
WILL NOT ONLY BE MAINTAINED BUT WILL BE  
FURTHER EXTENDED.

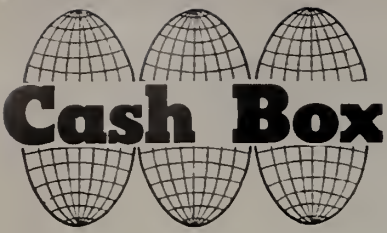
WE WISH TO EXPRESS OUR SINCEREST CONGRATULA-  
TIONS TO MR. ROCKOLA, HIS EXECUTIVE STAFF, AND  
HIS PERSONNEL ON THIS VERY FINE ACHIEVEMENT.

## NOVA APPARATE COMPANY

A. W. ADICKES, PRESIDENT

*\*P.S. "Oh Boy! It's gonna be a terrific New Year with these Numbers!"  
A.W.A.*





# THIRD QUARTERLY COIN MACHINE

## Phonographs

## Amusement

COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1962)		2nd QUARTER VOLUME (April-June 1962)		3rd QUARTER VOLUME (July-Sept. 1962)	
	No. of Units	Dollar Volume	No. of Units	Dollar Volume	No. of Units	Dollar Volume
<b>NO. and CENTRAL AMERICA</b>						
Bahamas	8	6,129	8	5,714	23	24,022
Barbados	5	879	—	—	—	—
Bermuda	4	1,000	9	2,765	—	—
Br. Honduras	10	6,847	14	11,273	7	5,122
Canada	248	194,384	789	591,870	116	99,937
Costa Rica	7	5,565	3	2,403	10	3,111
Dom. Rep.	4	808	67	33,066	76	29,555
El Salvador	4	3,239	13	6,537	—	—
Fr. West Ind.	—	—	—	—	—	—
Guatemala	2	1,608	—	—	—	—
Haiti	—	—	—	—	—	—
Honduras	14	6,438	—	—	9	5,468
Iceland	—	—	—	—	—	—
Jamaica	26	13,694	15	12,138	13	11,417
Lw. Wv. Is.	—	—	3	1,448	—	—
Mexico	44	13,699	114	44,542	153	65,769
Neth. Antilles	5	700	2	1,108	2	1,667
Nicaragua	25	17,835	23	15,709	98	69,418
Panama	13	10,621	36	14,760	27	21,370
Trinidad	—	—	5	4,367	—	—
<b>TOTAL</b>	<b>419</b>	<b>283,446</b>	<b>1,103</b>	<b>747,700</b>	<b>534</b>	<b>336,856</b>
<b>SOUTH AMERICA</b>						
Argentina	6	1,710	—	—	13	10,426
Bolivia	—	—	—	—	—	—
Br. Guiana	9	4,023	2	1,289	33	26,756
Chile	1	990	73	60,520	13	3,900
Colombia	2	900	22	10,028	—	—
Ecuador	26	13,199	—	—	12	1,440
Peru	60	52,325	41	27,235	—	—
Surinam	—	—	2	1,378	—	—
Uruguay	—	—	—	—	52	33,529
Venezuela	65	37,841	30	25,317	123	76,051
<b>TOTAL</b>	<b>169</b>	<b>110,988</b>	<b>170</b>	<b>125,667</b>	<b>233</b>	<b>187,051</b>
<b>EUROPE</b>						
Austria	80	57,336	6	4,539	71	50,249
Azores	—	—	—	—	—	—
Belgium	1358	701,400	1,646	840,153	1,370	996,822
Denmark	4	3,139	36	27,662	—	—
Finland	98	65,512	97	64,672	82	46,345
France	176	125,277	219	176,689	60	48,573
Greece	109	18,783	42	15,057	77	13,347
Ireland	2	1,716	8	5,841	—	—
Italy	14	9,977	111	83,339	81	49,897
Malta	14	11,174	—	—	2	1,737
Netherlands	148	65,714	103	35,832	134	58,681
Norway	16	11,102	5	2,720	2	1,088
Portugal	—	—	4	3,341	—	—
Spain	—	—	—	—	—	—
Sweden	29	22,199	25	19,396	69	52,906
Switzerland	157	118,229	169	134,156	166	112,115
Trieste	—	—	—	—	—	—
Turkey	—	—	—	—	—	—
United Kingdom	204	95,135	195	125,018	283	148,403
West Germany	1417	824,194	1,637	968,740	1,273	777,764
<b>TOTAL</b>	<b>3826</b>	<b>2,130,887</b>	<b>4,303</b>	<b>2,507,155</b>	<b>4,270</b>	<b>2,357,927</b>
<b>ASIA</b>						
Arabia	—	—	—	—	—	—
Ceylon	—	—	—	—	—	—
Fed. Malaya	7	2,632	5	1,765	4	2,433
Hong Kong	2	300	13	3,200	8	5,350
India	—	—	—	—	—	—
Iran	—	—	—	—	—	—
Israel	—	—	1	100	—	—
Jordan	—	—	—	—	—	—
Japan	94	35,324	74	30,165	188	66,937
Korean Rep.	—	—	—	—	6	4,179
Kuwait	—	—	2	2,099	—	—
Lebanon	—	—	9	2,481	—	—
Nansei Is.	234	124,001	340	208,117	252	134,826
Pakistan	—	—	—	—	—	—
Philippine Rep.	65	22,480	41	11,560	20	4,410
Singapore	3	2,250	—	—	—	—
Syria	—	—	—	—	—	—
Taiwan	—	—	—	—	—	—
Thailand	9	600	2	1,105	—	—
Vietnam	—	—	—	—	—	—
<b>TOTAL</b>	<b>414</b>	<b>187,587</b>	<b>487</b>	<b>260,592</b>	<b>478</b>	<b>218,135</b>
<b>AUSTRALIA</b>						
Australia	94	29,670	106	56,274	74	45,017
New Zealand	—	—	16	3,013	—	—
T. Pac. Is.	—	—	—	—	9	2,427
<b>TOTAL</b>	<b>94</b>	<b>29,670</b>	<b>122</b>	<b>59,287</b>	<b>83</b>	<b>47,444</b>
<b>AFRICA</b>						
Algeria	—	—	—	—	—	—
Br. East Africa	15	4,644	—	—	3	1,055
Egypt	—	—	—	—	—	—
Ethiopia	—	—	—	—	—	—
Fr. Somaliland	—	—	—	—	—	—
Ghana	—	—	—	—	—	—
Liberia	6	1,095	—	—	—	—
Libya	—	—	—	—	—	—
Morocco	—	—	—	—	—	—
Mozambique	—	—	—	—	—	—
O. W. Africa	—	—	—	—	—	—
Rep. Congo	—	—	—	—	—	—
Rhod. NY	—	—	—	—	—	—
Som. Rep.	—	—	—	—	—	—
Tunisia	—	—	—	—	—	—
Union So. Africa	—	—	—	—	—	—
<b>TOTAL</b>	<b>21</b>	<b>5,739</b>	<b>—</b>	<b>—</b>	<b>3</b>	<b>1,055</b>
<b>GRAND TOTAL</b>	<b>4943</b>	<b>2,757,581</b>	<b>6,183</b>	<b>3,700,501</b>	<b>5,491</b>	<b>3,037,468</b>

COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1962)	
	No. of Units	Dollar Volume
<b>NO. and CENTRAL AMERICA</b>		
Bahamas	—	—
Barbados	8	2,500
Bermuda	7	1,340
Br. Honduras	—	—
Canada	822	217,377
Costa Rica	—	—
Dom. Rep.	—	—
El Salvador	—	—
Fr. West Ind.	—	—
Greenland	—	—
Guatemala	—	—
Haiti	—	—
Honduras	—	—
Iceland	—	—
Jamaica	155	12,221
Lw. Wv. Is.	—	—
Mexico	14	3,596
Neth. Antilles	—	—
Nicaragua	—	—
Panama	54	14,033
Trinidad	—	1,560
<b>TOTAL</b>	<b>1060</b>	<b>252,627</b>
<b>SOUTH AMERICA</b>		
Argentina	101	13,050
Bolivia	—	—
Br. Guiana	—	—
Chile	40	13,561
Colombia	—	—
Ecuador	—	—
Peru	—	—
Surinam	—	—
Uruguay	8	1,000
Venezuela	84	26,954
<b>TOTAL</b>	<b>233</b>	<b>54,565</b>
<b>EUROPE</b>		
Austria	—	—
Azores	—	—
Belgium	2082	522,991
Denmark	38	12,836
Finland	41	10,726
France	2333	1,020,915
Greece	93	25,643
Ireland	29	8,880
Italy	202	80,911
Malta	—	—
Netherlands	212	77,859
Norway	338	15,082
Portugal	—	—
Spain	22	10,059
Sweden	311	59,109
Switzerland	622	265,434
Trieste	—	—
Turkey	6	5,175
United Kingdom	1015	375,796
West Germany	592	197,358
<b>TOTAL</b>	<b>7936</b>	<b>2,688,774</b>
<b>ASIA</b>		
Arabia	—	—
Ceylon	—	—
Fed. Malaya	67	11,564
Hong Kong	—	—
India	—	—
Iran	—	—
Jordan	—	—
Japan	347	94,424
Korean Rep.	—	—
Kuwait	4	1,030
Lebanon	—	—
Nansei Is.	13	5,240
Pakistan	—	—
Philippine Rep.	4	1,200
Singapore	—	—
Syria	—	—
Taiwan	4	3,540
Thailand	—	—
Vietnam	5	1,710
<b>TOTAL</b>	<b>444</b>	<b>118,708</b>
<b>AUSTRALIA</b>		
Australia	110	23,999
New Zealand	—	—
T. Pac. Is.	—	—
<b>TOTAL</b>	<b>110</b>	<b>23,999</b>
<b>AFRICA</b>		
Algeria	9	4,426
Br. East Africa	—	—
Canary Is.	—	—
Egypt	—	—
Ethiopia	2	2,145
Fr. P. Is.	—	—
Fr. Somaliland	—	—
Ghana	—	—
Liberia	—	—
Libya	—	—
Morocco	—	—
Mozambique	—	—
O. W. Africa	—	—
Rep. Congo	—	—
Rhod. NY	—	—
Som. Rep.	—	—
Tunisia	—	—
Union So. Africa	17	3,550
<b>TOTAL</b>	<b>28</b>	<b>10,121</b>
<b>GRAND TOTAL</b>	<b>9811</b>	<b>3,148,794</b>



# EXPORT VOLUME REPORT — 1962



## Machines

## Vending Machines

2nd QUARTER VOLUME (April-June 1962)		3rd QUARTER VOLUME (July-September 1962)		COUNTRY	1st QUARTER VOLUME (Jan.-Mar. 1962)		2nd QUARTER VOLUME (April-June 1962)		3rd QUARTER VOLUME (July-September 1962)		
No. of Units	Dollar Volume	No. of Units	Dollar Volume		No. of Units	Dollar Volume	No. of Units	Dollar Volume	No. of Units	Dollar Volume	
128	\$ 20,275	5	\$ 3,740	<b>NO. and CENTRAL AMERICA</b>						9	\$ 1,577
15	2,309	31	7,887	Bahamas	44	\$ 10,100	—	\$ —	—	\$ —	
2,016	281,034	538	172,952	Barbados	13	1,550	2	1,198	3	2,150	
5	3,200	15	2,840	Bermuda	—	—	15	4,084	5	1,335	
3	800	10	6,000	British Guiana	—	—	—	—	—	—	
4	940	30	2,627	Br. Honduras	2027	608,389	5,449	972,999	1,745	457,914	
47	4,375	—	—	Canada	—	—	—	—	—	—	
2	643	—	—	Costa Rica	—	—	—	—	—	—	
570	50,739	40	14,186	Dom. Rep.	—	—	—	—	—	—	
60	18,515	—	—	El Salvador	46	4,228	—	—	—	—	
116	6,040	12	1,440	Fr. West Ind.	7	1,600	—	—	—	—	
2,966	\$ 388,870	631	\$ 211,672	Guatemala	—	—	—	—	—	—	
168	\$ 22,645	68	\$ 19,995	Haiti	—	—	—	—	—	—	
50	14,626	25	12,175	Honduras	—	—	—	—	—	—	
105	7,026	13	3,900	Iceland	—	—	—	—	—	—	
4	880	12	1,440	Jamaica	5	1,256	2	1,198	—	—	
19	19,874	60	9,185	Lw. Ww. Is.	—	—	22	1,468	50	1,240	
57	6,785	181	69,767	Mexico	7	2,356	40	680	—	—	
205	61,733	359	116,462	Neth. Antilles	—	—	18	2,742	9	1,010	
608	\$ 133,569	5	\$ 1,005	Nicaragua	10	3,316	2	1,198	—	—	
5	1,100	969	269,858	Panama	—	—	—	—	—	—	
6	4,152	756	282,296	Trinidad	—	—	—	—	—	—	
1,370	314,097	79	16,086	<b>TOTAL</b>	2159	\$ 632,795	5,550	\$ 985,517	1,821	\$ 465,226	
85	26,841	21	11,495	<b>SOUTH AMERICA</b>						—	\$ —
59	28,010	273	73,107	Argentina	5	2,429	—	\$ —	—	\$ —	
2,766	1,069,606	4	1,175	Bolivia	—	—	—	\$ —	—	\$ —	
87	14,645	36	8,135	Br. Guiana	—	—	—	\$ —	—	\$ —	
99	29,851	—	—	Chile	—	—	—	\$ —	—	\$ —	
102	46,717	94	31,671	Colombia	—	—	60	958	—	\$ —	
209	72,271	160	53,510	Ecuador	—	—	—	\$ —	—	\$ —	
17	2,870	19	14,854	Peru	—	—	—	\$ —	—	\$ —	
1,512	90,744	1,392	466,788	Surinam	—	—	—	\$ —	—	\$ —	
222	28,556	669	245,527	Uruguay	—	—	—	\$ —	380	4,850	
35	5,842	4,553	1,508,536	Venezuela	—	—	—	\$ —	380	4,850	
1,573	513,695	—	—	<b>TOTAL</b>	5	\$ 2,429	60	\$ 958	380	\$ 4,850	
682	231,622	—	—	<b>EUROPE</b>						—	\$ —
8,829	\$ 2,480,619	—	—	Austria	10	\$ 3,268	10	\$ 3,267	—	\$ —	
70	7,350	17	4,778	Azores	—	—	—	\$ —	—	\$ —	
265	70,723	8	4,075	Belgium	159	40,826	492	118,965	280	52,095	
4	2,500	41	23,689	Denmark	—	—	—	\$ —	—	\$ —	
49	12,168	756	282,296	Finland	40	18,982	169	7,061	75	16,855	
15	7,354	79	16,086	France	29	5,325	36	9,984	7	3,431	
—	—	21	11,495	Greece	4	2,400	—	\$ —	—	\$ —	
—	—	273	73,107	Ireland	—	—	—	\$ —	—	\$ —	
—	—	4	1,175	Italy	35	11,226	69	19,608	22	6,483	
—	—	36	8,135	Malta	—	—	—	\$ —	—	\$ —	
—	—	—	—	Netherlands	212	71,051	82	16,917	55	18,971	
17	2,870	—	—	Norway	—	—	—	\$ —	49	46,341	
1,512	90,744	94	31,671	Portugal	—	—	—	\$ —	—	\$ —	
222	28,556	160	53,510	Spain	—	—	—	\$ —	—	\$ —	
35	5,842	19	14,854	Sweden	123	35,395	247	30,133	18	5,819	
1,573	513,695	1,392	466,788	Switzerland	458	133,649	309	82,606	305	85,723	
682	231,622	669	245,527	Trieste	—	—	—	\$ —	—	\$ —	
8,829	\$ 2,480,619	4,553	1,508,536	Turkey	—	—	—	\$ —	—	\$ —	
—	—	—	—	United Kingdom	426	77,590	581	121,715	387	78,834	
—	—	—	—	West Germany	924	319,837	480	208,959	352	155,983	
—	—	—	—	<b>TOTAL</b>	2420	\$ 719,549	2,475	\$ 619,215	1,550	\$ 470,535	
—	—	—	—	<b>ASIA</b>						—	\$ —
70	7,350	17	4,778	Arabia	—	\$ —	—	\$ —	4	\$ 2,342	
265	70,723	8	4,075	Bahrein	—	\$ —	3	855	—	\$ —	
4	2,500	—	—	Ceylon	—	—	—	\$ —	—	\$ —	
49	12,168	5	2,967	Fed. Malaya	5	2,967	5	2,798	13	2,838	
15	7,354	3	2,700	Hong Kong	3	1,139	—	\$ —	—	\$ —	
—	—	4	1,300	India	—	—	—	\$ —	—	\$ —	
—	—	—	—	Iran	—	—	—	\$ —	—	\$ —	
—	—	—	—	Jordan	—	—	—	\$ —	—	\$ —	
—	—	—	—	Japan	623	55,931	33	5,645	102	29,551	
—	—	—	—	Korean Rep.	—	—	—	\$ —	—	\$ —	
—	—	—	—	Kuwait	—	—	—	\$ —	—	\$ —	
—	—	—	—	Lebanon	165	4,029	—	\$ —	20	11,710	
—	—	—	—	Nansei Is.	—	—	4	3,888	10	1,580	
—	—	—	—	Pakistan	—	—	2	600	—	\$ —	
—	—	—	—	Philippine Rep.	—	—	—	\$ —	4	2,000	
—	—	—	—	Singapore	—	—	—	\$ —	—	\$ —	
—	—	—	—	Syria	—	—	—	\$ —	—	\$ —	
—	—	—	—	Taiwan	—	—	—	\$ —	—	\$ —	
—	—	—	—	Thailand	—	—	100	1,385	—	\$ —	
—	—	—	—	Vietnam	—	—	—	\$ —	—	\$ —	
403	\$ 100,095	255	\$ 86,864	<b>TOTAL</b>	796	\$ 64,066	147	\$ 15,171	153	\$ 50,021	
158	\$ 33,353	98	\$ 24,336	<b>AUSTRALIA</b>						—	\$ —
—	—	25	8,482	Australia	106	\$ 34,244	134	\$ 40,152	13	\$ 2,967	
158	\$ 33,353	123	\$ 32,818	New Zealand	—	—	—	\$ —	—	\$ —	
—	—	—	—	T. Pac. Is.	—	—	—	\$ —	—	\$ —	
—	—	—	—	<b>TOTAL</b>	106	\$ 34,244	134	\$ 40,152	13	\$ 2,967	
—	—	—	—	<b>AFRICA</b>						—	\$ —
5	1,335	3	1,055	Algeria	—	—	—	\$ —	—	\$ —	
250	24,725	7	6,513	Br. East Africa	—	—	—	\$ —	—	\$ —	
17	4,315	—	—	Egypt	—	—	—	\$ —	—	\$ —	
—	—	—	—	Ethiopia	—	—	—	\$ —	—	\$ —	
—	—	—	—	Fr. Somaliland	—	—	—	\$ —	—	\$ —	
—	—	—	—	Ghana	—	—	—	\$ —	—	\$ —	
8	5,148	6	2,700	Liberia	12	1,800	—	\$ —	—	\$ —	
—	—	—	—	Libya	—	—	—	\$ —	—	\$ —	
—	—	—	—	Morocco	—	—	—	\$ —	11	3,273	
—	—	—	—	Mozambique	—	—	—	\$ —	—	\$ —	
—	—	—	—	O. W. Africa	—	—	—	\$ —	—	\$ —	
—	—	—	—	Rep. Congo	—	—	5	2,510	—	\$ —	
—	—	—	—	Rhod. NY	—	—	—	\$ —	—	\$ —	
—	—	—	—	Som. Rep.	—	—	—	\$ —	—	\$ —	
—	—	—	—	Tunisia	—	—	—	\$ —	—	\$ —	
13	4,108	7	710	Union So. Africa	7	710	—	\$ —	—	\$ —	
158	\$ 33,353	16	\$ 10,268	<b>TOTAL</b>	19	\$ 2,510	5	\$ 2,510	11	\$ 3,273	
13,257	\$ 3,176,137	5,987	\$ 1,966,620	<b>GRAND TOTAL</b>	5505	\$ 1,455,593	8,371	\$ 1,663,523	3,928	\$ 996,872	

All statistics prepared for Cash Box by the U.S. Department of Commerce



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and a  
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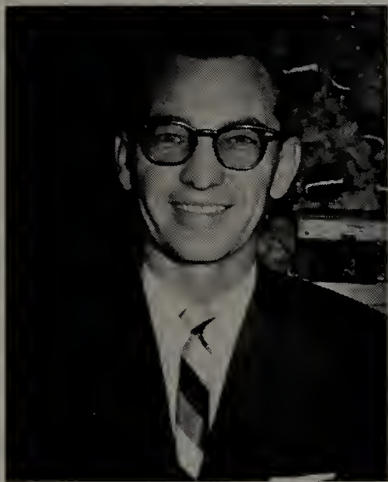
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**Seeburg Names Struve For Colo., N. M., East Wyoming**



PRES STRUVE

CHICAGO—William F. Adair, vice-president—sales of The Seeburg Sales Corporation, has announced the appointment of Struve Distributing Co. as distributor for Seeburg music and vending equipment for Colorado, New Mexico, and eastern Wyoming.

The Struve organization, with headquarters in Salt Lake City, has opened and staffed new offices in Denver at 50 Rio Grande Blvd., including a complete parts department and service shop to handle the needs of operators in the new territory. The location is in the heart of Denver with easy access off the Valley Highway.

Operators in Utah, Idaho, Nevada, Montana, and western Wyoming will continue to be served by the Struve offices in Salt Lake City.

"We are happy to announce this expansion of our affiliation with Seeburg," said Preston Struve, president of the distributing firm. "Our aim, both in Salt Lake City and in Denver, is to provide music and vending operators with the best service and to help them toward greater profits."

The new Denver location, Struve said, provides ample parking space, convenient loading docks, and is convenient to Denver's one-stop record companies.

In naming Stanley L. Larsen as Denver manager, Struve said that Larsen "has a background in the business that matches his capabilities. His congenial manner will make operators' association with him a pleasant one."

Al Morrison, sales manager, has a reputation for a thorough knowledge of the music and vending business.

Leo Negri, named to represent the Struve vending sales department in the Denver area, is well known in the industry for his willingness to assist operators at all times.

The new shop service manager, John Santomaso, is rated as one of the best in the service field. He will be assisted in Denver by Jim Lawliss and Red Menkveld.

To give the Denver parts department expert management, Struve has moved his Salt Lake City parts manager, Gary Wilde, to the Denver position. Operating with the slogan, "If you need a part, I've got it," Wilde intends to keep on tap a complete stock of every part an operator needs to sustain profitable daily operation.

To greet operators who visit Struve's new Denver offices, Terry Geller has the job of secretary.

The new Struve offices in Denver have also been named to represent, in addition to Seeburg, Chicago Dynamic Industries, Williams Mfg. Co., Midway Mfg. Co., and Irving Kaye Co.

Struve's new Denver telephone number is 303 (area code) 222-9758.

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EXPORT SALES OF COIN-OPERATED EQUIPMENT DURING JULY-AUGUST-SEPTEMBER 1962 ARE LISTED ON PAGES 4 AND 5



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LONDON—The 1963 Amusement Trades Exhibition scheduled for Tuesday, Wednesday and Thursday, 29th, 30th and 31st January has been a guaranteed sell out for weeks. Once again the venue for Europe's major coin machine convention will be London's New Royal Horticultural Hall. The Organisers report that the demand for space—always at a premium—has been greater than ever. Many would-be exhibitors had to be turned away while the demands of others have been severely curtailed. Amongst the 68 exhibitors are two newcomers from overseas Eltec Ltd. of Germany and Urban Industries Inc. of Kentucky, U.S.A.

It is early days to divulge details of the many new exhibits in all branches that are expected to be on show as manufacturers are reluctant to spill the beans too far in advance. However, indications are that there will be several new multi-slot-multi play pay-outs on show for the first time. Manufactured in Britain and designed for use in arcades, the machines have the maximum 1/—pay out required by law and some models are reported to cost as much as £1,700.

Once again it is hoped that attendance records will be broken. *Cash Box*, who will be represented on Stand No. 138 for the fourth successive year, wish the Organisers every success and join them in extending a warm welcome to the many visitors that are expected to make the journey from all over the British Isles, the United States and the Continent. A complete list of exhibitors is as follows:  
A.B.C.D. Machines Ltd., Ainsworth Consolidated Industries Ltd., Amusement Equipment Co. Ltd., Astor, Cyril

*Cash Box* On Hand  
At Regular Display Booth

(London) Ltd., Automatic Canteen Co. (G.B.) Ltd., Automatic Machine Service, Auto-Slot (Sales) Ltd., Beacon Signs Ltd., Bell-Fruit Ltd., Bryans Works, Cash Box, Chicago Automatic Supply Co., Coin Operated Instruments & Novelties Ltd., Conway Automatics Ltd., Coughtrey's Auto. Supplies Ltd., Crompton & Bates Ltd., Crompton Patent Machine Co., Crompton Sixway Machine Co., Davies Products (Liverpool) Ltd., Eagell, Philip, Ltd., Eltec Ltd., Nollendorfstrasse, Filmbox Equipment Co., Ltd., Glenvil Coin Automatics, Goldhill & Mendoza Ltd., Goldman, H. Ltd., Hall, Edwin & Co. Ltd., Harris Bros., Holborn Cereals Ltd., International Coin Counting M/c Co., Ltd., Jubilee Products, Jukebox Distributors Ltd., Krafts Automatics Ltd., Lancaster, W., & Co., Leeday Photomatics Ltd., Lewis Bros., Macwal, Major-Matics Ltd., Mar-Matic Sales Ltd., Mayfield Automatics Ltd., Melroy Automatics Ltd., Melroy Manufacturing Co., Ltd., Miller, M. & Sons, Ltd., Millers (Multi-Slots) Ltd., Mills Novelty Co. Ltd., Mitchell, R. G., (Sales) Ltd., Perrett Automatics Ltd., Phillips, B. M., Dalmeny House, Phonographic Equipment Co., Ltd., Robinson Partners (L'dn.) Ltd., Ruffler & Walker Ltd., Samson Novelty Co. Ltd., Schwartz, I., & Son Ltd., Scottish Automatic Printing Co. Ltd., Shefras, Morris & Sons, Ltd., Shefras, Philip (Sales) Ltd., Standard Coin Counting Co., Sturgeon Electronic Mfg. Co. (Automatics) Ltd., Streets Automatic Machine Co. Ltd., Supercar Co. (Coventry) Ltd., Symplay Ltd., Urban Industries Inc., Vale Amusement Supplies, J. White (Autos) Ltd., Whitaker Bros. (Shaw) Ltd., Wondermatics Ltd., World's Fair Ltd., and W.S.G. Operating Co. Ltd.





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## Oldest Op In Southeast Celebrates 75th Birthday

35 Yrs. In Coin Machine  
Business As Novelty Amuse-U Co.

SAVANNAH, GA. — Sam Goldberg started in the operating business in this area about thirty-five years ago and just last month celebrated his 75th birthday (Nov. 6th). According to reliable sources here, Goldberg is said to be the "oldest operator in the Southeast."

Gunnar Gabrielson, local Seeburg distrib down here, claims to have known Sam for 22 years, since 1940, when Gabe was district man for Seeburg.

According to Gabe, Sam hasn't aged much in these years. He turned his route over to son Joe, who runs Novelty Amuse-U Company, located at 2008 Barnard Street in Savannah. Joe has made more than one purchase of a large lot of phonos from the local distribs but always with "Pappy lookin' over his shoulder." Distribs claim that Sam hasn't signed a deal yet that didn't add up to a good one for him.

Ralph Gabrielson claims that Sam closes a deal by "icin' up" a couple, which isn't a bad way to close or even open one.

Goldberg is looked upon down here as an operator who is a credit to his



SAM GOLDBERG

industry and also one who has made a lasting contribution. And so, we wish Pappy a belated Happy Birthday, and wish him the very best for more to come.

EXPORT STATISTICS  
BEGIN ON PAGE  
4, Part III

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# ANALYSIS OF THIRD QUARTERLY COIN MACHINE EXPORT REPORT

*A Review Of Coin Machine Sales To The World's Markets During July, August and September 1962*

## GENERAL

Overall volume for the July-Sept. quarter was off by close to \$700,000 with the brunt of the decline occurring in the games and vending categories. Vending was a disappointment in South America and didn't fare too well in Europe, as compared with this same period for last year. Games were down almost one-half million dollars with Europe taking the loss since the Continent does the biggest business in amusements. Canada's vending imports dipped to one-half of the second qtr. gross, games were down in Canada to less than half of the earlier qtr. and phonographs sank to below \$100 thousand. Most of this business was on new machines. Venezuela and Argentina were up on phonos in So. Amer. but Chile, Peru and Colombia dropped. Japan doubled phono imports, the Nansei Is. was notable in a fall-off to \$134 thousand, and Br. East Africa was the sole taker on that Continent. Amusements in So. America held steady. Asia dipped with a drop-off in Japan. Australia was about the same almost to the dollar. And African business slowed. The vending situation perked up in So. America with Venezuela providing some impact with the purchase of 380 vendors. Norway took 49 vendors for the first time out, Belgium dipped, the UK followed and West Germany fell to \$155 thousand. Japan saved the Asian volume with a big buy as did Lebanon, both on Vendors, but the Aussies fell down to a minimum amount of business for this quarter.

## PHONOGRAPHS

Music machines were up \$200,000 for the quarter with Europe saving the category from a sound market drop. North America and specifically Canada was down quite a bit as compared with these months for last year. South America dipped to a trifling \$76 thousand for a surprise drop. But Europe registered \$2 1/4 million and came through very well. Belgium just missed the \$1 million mark, France fell off from the earlier quarter, Italy was cut in half, Sweden tripled, the UK increased slightly and West Germany fell off a bit. Asia was steady throughout the quarter. So was Australia. And with the exception of three phonos, Africa was counted out. The year did promise a record gross however, and at the close of the quarter, it appeared as though \$13 million would pass through customs marked 'phonos'.

## AMUSEMENT MACHINES

Games were down half-a-million this last quarter as compared with last July-Sept. figs and the qtr. registered a drop-off of \$1 million as tallied from the start of the year. Coinmen expect \$3 million per quarter or \$1 million each month from games markets. This last qtr. turned in \$2 million, a noticeable drop to say the least. The market did have its bright spots. Word was out that Japan had lifted restrictions, a news note which may have reflected the tidings to come. The industry hoped for another UK splash. In the meantime, the \$1 million drop centered in Europe where France showed up as the cause of the trouble taking 2000 games less than the previous qtr. The Netherlands and Sweden hurt some, but the UK dipped only slightly. West Germany continued strong but not enough to hold up the Continent. Belgium's situation with bingos was not clarified but reports of a bingo ban did hurt earlier shipments.

## VENDING MACHINES

Vending was off one-third of its volume of last year at this time and reflected the export dips for all categories. The culprit was So. America where the only life in the market was found in Venezuela. Comparing this quarter with the earlier one, North America fell in half, Europe dipped \$200 thousand, Asia showed signs of picking up, and Africa was about the same as always. Belgium started the year slow, shot up in the second quarter, but dipped again this last three months. Finland was the opposite having had a solid qtr. under its belt before and recovering again after a slowdown. The Netherlands were disappointing this qtr. but Norway shows promise. Sweden is off again, but the Swiss are holding their own with a steady import business on vending machines. The UK dropped off after an unusual second qtr. but this is to be expected. West Germany has been cutting its volume with each month. Reports from exporters specializing in the vending phase of the business still show signs of hope for the future. The business hasn't grown that fast overseas. Merchandising is still an obstacle. The machines are available but the American way will be the way in which these same machines sell food. Until the groundwork is loosened to permit further progress, vending will continue to move slowly. But the future holds great promise.

## SEASON'S GREETINGS

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# A Banker Views The Coin Machine and Vending Scene and Sees Greater Responsibility, Better Credit Line, and Higher Opinion Than Ever Of Industry

The following is an account of how the coin machine industry in the Philadelphia area, and in the nation, as seen from the eyes of the banker—the man responsible for providing the vital line of credit necessary for a healthy industry. This report is the result of correspondence between Cash Box and Philadelphia's Broad Street Trust Company. Ray Erfle, Senior Vice-President, and Jack Wagner, Asst. Vice-President, prepared the report which follows.

It has been noticed that the coin machine operator is gaining stature in the community as a businessman. Frankly, I believe that on the whole this is true throughout the country. The operators are recognizing their responsibility to their location and also to their competitors. They must recognize these responsibilities in order to acquire and retain their locations, which are the "life blood" of their business. Competition has become more keen, and the operator must give his location excellent service at the right price. This holds true in all types of coin machine route operations.

## Better Equipment

Another factor affecting the status of the operator is the equipment itself. As we all know, practically every machine has been designed with more "eye appeal" and functionally and mechanically they are able to give better and more dependable service than ever before. This equipment opens up locations to operators which heretofore were not available.

As you know in Philadelphia we have what we believe to be one of the finest trade organizations in the country. The members work very well together, and they have been very effective in developing, guiding, and organizing much of the coin machine industry, which is highly respected in the community, and because of the interchange of ideas, the location and the public in general benefits. Competition, as previously stated, is keen but healthy.

Because of the great difference in operation between the amusement field and the merchandise vending field, there is not a trend toward one intermixing with the other to any great extent. Of course, joint operations of amusement and cigarette routes are common in the Philadelphia area, but there does not seem to be any unusually strong trend toward this at the present time. There have been many mergers in recent years, which have developed into rather large diversified operations. In spite of this, there are only a few "full line" vendors in the true sense of the word in this particular area.

## Flexible Financing

We at the Broad Street Trust Company have been financing both large and small operators of almost every type of coin operated route for over a quarter of a century. During that time we have expanded our operations and our services to keep pace with this rapidly growing industry. This expansion, of course, is consistent with existing banking regulations, policies, and economic conditions. In spite of the varying degrees of tight money conditions and high interest rates, we feel we have kept our financing flexible enough to be able to help all of the distributors and most of the operators to keep pace with the industry expansion.

Most vendors and operators recognize the full potential of the industry, and that readily available financing, at fair rates, is the key to their own route expansion. As any businessman, operators are extremely con-

scious of getting the best possible financing plan for their own particular situation, at the most advantageous rate. The financial picture of each particular operation must be examined closely to determine the financial plan best suited to the operator's expansion program. Sometimes they seek financing that is either longer or shorter than they should have. If the ability to repay as evidenced by the earnings statement is not sufficient to meet short term payments, the customer will experience difficulty in meeting the note obligations and maintaining his equipment at a high operational and depreciable level. On the other hand, if the operator's ability to repay is higher than necessary to meet his installments and maintain his route, he may be paying excessive amounts of interest unnecessarily.

## Time To Reduce Debt

All operators and vendors should attempt to time his financing so that he allows sufficient time to reduce his indebtedness considerably before attempting further expansion and re-financing. In the anxiety of many operators to expand, some of them have made some fairly wild deals and have paid a very high rate for their anxiety.

In considering the operator's financial statement, we inevitably encounter the all important factor of depreciation. Without a doubt, this is one of the most important figures in the operator's statement, because of the heavy equipment investment. What is the best way to depreciate equipment? There is really no set rule. It depends on the individual operator's tax situation. This can best be determined by a competent accountant, who is thoroughly familiar with the tax laws relating to this industry.

## Depreciation

As a "rule of thumb," in this area music equipment, for example, is depreciated over a four year period, at a 50%, 25%, 12½%, 12½% rate. Games and arcade equipment have been depreciated anywhere from one to five years. Cigarette equipment is depreciated on a straight line basis over four or five years. Vending equipment, depending on the type of equipment, will vary anywhere from four to ten years.

Incidentally, I have been informed by the leading accountant of the industry in our area, that a new tax statute permits considerable savings to the operator who purchases his equipment prior to the start of 1963.

You may be aware of the fact that the National Automatic Merchandising Association publishes a Ratio Guide, that is prepared by a nationally known accounting firm, that is available to N.A.M.A. members. This is an excellent publication, because it gives the vendor an opportunity to compare his figures against that of other vendors in the same general line and having the same financial resources. (Ed. Note: N.A.M.A.'s address is 7 South Dearborn St., Chicago).

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for

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# Runyon Sets New Era In Operating and Sales After 25 Years In Business

## New Plant Result Of Greater Vision, Broad Concepts

SPRINGFIELD, N.J.—A new era in the coin machine industry was born recently in this thriving little community on the outskirts of Newark—on New Jersey's busy Route #22.

Spread out in bold beauty was the birth of Runyon Sales Company's 36,000 sq. foot new modernistic edifice embracing all its operational and distribution facilities under one roof.

Scientifically built to meet every requirement of the rapidly expanding vending business, the new Runyon showpiece is accessible to every leading highway in New Jersey. It is only 25 minutes from New York.

"To me this is just a beginning of a brand new era in vending operations and sales," declared Barney Sugerman, Chairman of the Board, who recalled how quickly those 25 years flew by when he and his associate, Abe Green, started this business in a small store in Hunterdon Street, Newark. Green remains president of the company.

New faces adorn Runyon's top echelon since that day 25 years ago— younger men with greater vision and broader concepts. Progress is the keynote of Runyon policy, its tools consist of service, good will and top quality equipment, and the approach is a scientific one. This then is Runyon today, a leading wholesale outlet for seven factory lines, jobber of three other major machine lines, exclusive international distributor for two of these factories, international wholesaler of all types of equipment into sixty countries, and finally, a leading operator in the State of New Jersey of phonographs, amusement machines, cigarette machines, and one dozen full-line feeding installations.

Today, each of Runyon's many departments is headed by executives whose average age is thirty-four years, most of whom are college-trained, with many years of background in the business. This youthful machine is directed by the top echelon of principals who founded the firm and, in practically each instance, have been with the firm since its inception. In addition to Sugerman, the firm's President is Abe Green, long-time associate of the Chairman; Ed Burg, who heads the operating divisions and has developed this facet of the business over the years; and Myron Sugerman, who heads the sales division and the export departments.

The nerve center of Runyon is within the 36,000 square foot Springfield plant but the Company has branch offices on Tenth Avenue in New York, and in East Hartford, Conn. Ten road salesmen keep a staff of fifty people in the sales department busy each day, while over one hundred and fifty employees conduct the firm's operation and route duties. Many of the staff of two-hundred have been with the firm almost since the beginning. Runyon International also has an associate office in Buenos Aires—Gino Caion, and Vincenzo Spinelli of Jet, S.A. Buenos Aires, Argentina, a Latin-American coin firm.

Inside the plant, a modern paint spray shop does 2-in-1 chores, painting two machines at a time. Warehousing of equipment is simplified via a three-tier storage arrangement which is equipped to receive several hundred machines and saves about 50% floor space which is used for another department. A hydraulic forklift and pallets enable quick storage until the machine is called for reconditioning. The warehouse is fed from three station platforms which receive

1938 Runyon Sales Company was founded on strength of a small route, later distributed Buckley wallboxes, built present distributor lines. Firm operates all types of equipment today.

1962 Present plant occupies 36,000 sq. ft. Operating and Sales divisions are separated down the line. Four operating firms handle routes, Sales division sells one dozen music and games lines.



the dozens of daily deliveries. Another hydraulic lift places slate tops into position in a pool table section where workmen specialize in this phase of renewal. Specialization is the keynote inside the shops. Each mechanic handles one type machine—shuffle alley, bowler, pingame—but is flexible for use in special instances. A parts dept. occupies 3,000 sq. foot of space and offers "every known part," according to Bob Kohn, Manager. Plant Manager Hans Vandendon supervises the service on music and games. He is assisted by a specialist in each of these departments, who directs a trained crew. A repair room does nothing but repair electronic and sound equipment. An "advertising" room is equipped with mimeograph, addressograph and photocopy machines which serve each facet of the business. Four 2½-ton trucks pickup and deliver daily, the equipment sold and serviced by Runyon Sales.

The Operating Department of Runyon is composed of four firms; Public Service Tobacco Co., cigarette operations; Runyon Music Co., the music and games operation; Automatic Merchant, the vending operation; and World Wired Inc., a franchise unit of Muzak for the state of New Jersey. Ed Burg heads these Companies and directs every phase of the operation. "When cigarettes looked profitable, we immediately entered it on a full-scale program. When pool tables looked promising, we placed dozens on locations and today we need a special corner of the shop for just this type equipment," said Burg. Each move

the firm makes is a well-planned one and in most instances results in long-term successful addition to the present organization. The vending company operates full-line feeding in several leading New Jersey industrial plants. As the urban renewal programs razed dozens of tenements (and with them hundreds of locations), Runyon moved with the tide and today is very prominent on the highways, in shopping centers and in modern bowling alleys.

Sugerman insists that the business of operating coin machines has never looked brighter. Refusing to pinpoint any specific segment of the operation, he claims each phase—music, games, vending—has unlimited potential for the operator who knows "his business, his equipment, and his customers."

Today, after starting with the Buckley Wallbox line in 1940, ("we sold 8000 wallboxes that year, to Homer Capeheart's 500!") Sugerman's distributing company represents the Rowe-AMI phonograph, the Rowe AC cigarette vendor, and amusement machines manufactured by Irving Kaye, Williams, Midway, Keeney, and sub-distributes Chicago Coin, Gottlieb and United. An international exclusive franchise for Williams includes markets in Argentina, Uruguay and Brazil, with a similar franchise for the Midway line in all of So. America, Australia, Africa, and Asia. Runyon's banking associations are with Chase Manhattan Bank, Israel Discount Bank (Intl.), and First State Bank of Union (also for Intl. business).



THREE LEVEL STORAGE and hydraulic lift adds 50% space to present warehouse facilities.



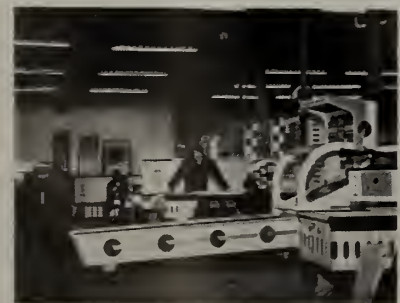
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CIGARETTE ROUTES serviced from 18 cages replenished from inside by stockmen and entered from outside by routemen via special lock-key provisions.



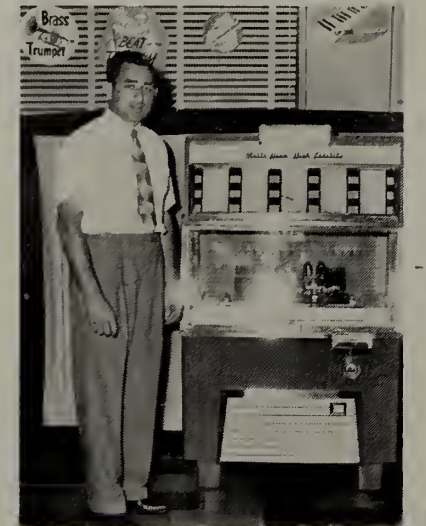
GAMES DEPT. is specialized as is music dept. and all other phases of repair and service. Mechanics are flexible though.



1946 Photo taken during showing of AMI Model A at Newark offices.



RUNYON EXECUTIVES Myron Sugerman (left) Sales head, and Barney Sugerman, Chairman of the Board of Runyon in new offices.



1954 Abe Green, with AMI Model F phonograph. Green is President of firm.



EXPORT ASSOCIATE Gino Caion of Jet S.A., Buenos Aires who conducts International franchise for Runyon in Latin America.



1957 Old friends even then—distributor Dave Stern and Barney Sugerman during a showing of a new Bally bowler.



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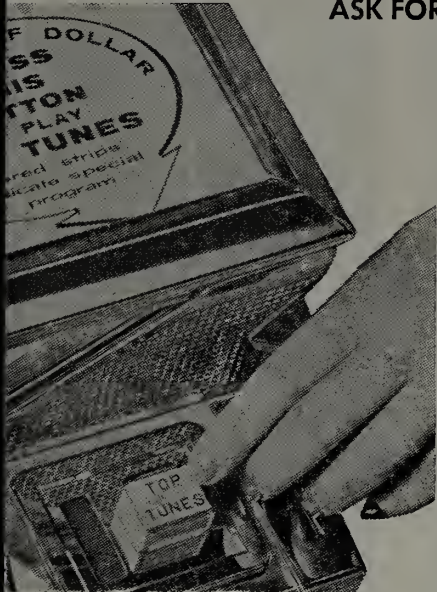
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## Export Unit and Dollar Volume Figures For Quarterly Periods in 1962

	1st Quarter	2nd Quarter	3rd Quarter
Total Dollar Volume	\$7,361,968	\$8,540,161	\$6,000,960
Total Machines	20,259	27,811	15,406

## YEARLY COMPARISON

Year	Units	Dollars
1961	91,762	\$28,567,553
1960	88,288	21,581,194
1959	85,336	19,185,043
1958	82,510	20,653,085

Analysis Of Third Quarterly Export Report and Complete Unit and Dollar Volume for Each Country Appears on Pages 4, 5 and 10, Part III.

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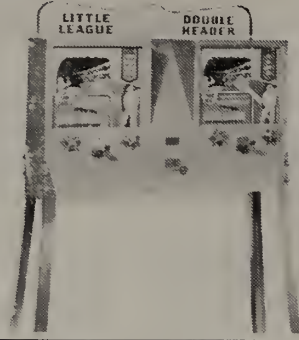


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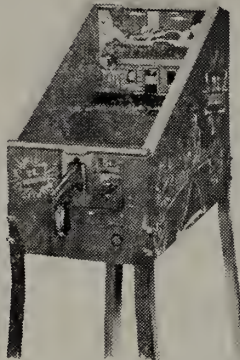
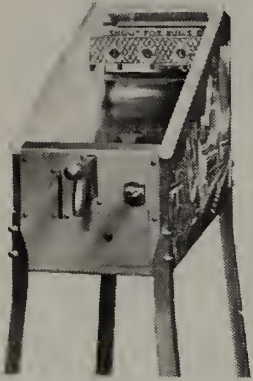
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**SEASON'S GREETINGS**  
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and  
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Season's Greetings

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## Blackpool Coin Convention As Jack Rose's Northern

BLACKPOOL, ENGLAND — Blackpool, leading British holiday resort and world famed for its entertainments, seven miles of beaches and 518 ft high tower, was again the venue for the 2nd Northern Amusement Equipment and Coin-operated Machine exhibition from Dec. 3 to Dec. 6. The show, for trade representatives only, was, as last year, held in the vast Olympia hall.

Though only a stone's throw from the wintry-looking promenade and the icy-cold Irish Sea, the hall was full of warmth, music and lights and the happy informality which marked last year's venture.

Amusement concessionaires and operators had travelled from all parts of the country to see the exhibition which was again organized by genial Jack D. Rose of Brighton and opened by the Mayor of Blackpool (Alderman Joseph Richardson).

Between them, the 46 firms who had exhibits on show covered the whole range of amusements. There were the latest lines in "one-armed bandits" or fruit machines, juke boxes, bingo machines and coin counting and changing machines.

Pride of place, however, was shared between two exhibits. One was a helicopter ride and the other a robot gunman who could be challenged to draw by players.

The hydraulically-operated ten car helicopter ride was shown by Edwin Hall & Co. of London. Forty feet in diameter and capable of carrying 30 to 40 people, it was the largest ride

ever shown in an exhibition in Britain. Its cost, £7,750 (approx. 23,250 dollars) made it the most expensive ride ever displayed in Blackpool.

The robot gunman—called Mr. Top Gun—drew large crowds throughout the three-day exhibition. Two of the lifelike dummies were on show and no-one passed the stand without accepting the challenge to "draw partner" which the dummies threw down. Each robot took one second to raise and fire his dummy .45 colt. Few challengers failed to beat them, most people drawing their gun from its holster—connected to the robots by electrical circuit—raising and firing it in eight-tenths of a second.

Burly Mr. John T. Gibbs, head of the Taylor Engineering Corporation of Beverly Hills, California, who manufacture the robots said the exhibition was the first occasion on which the robots had been seen in Britain.

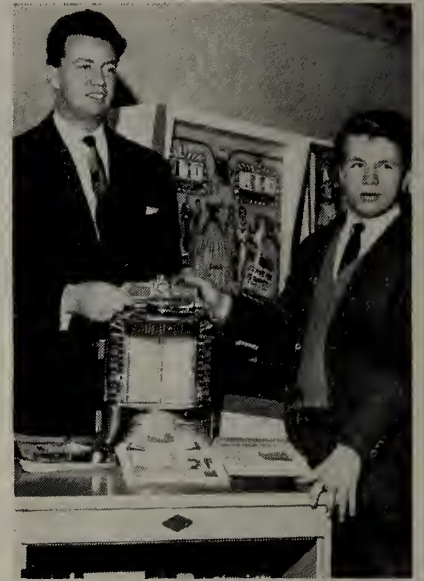
"They are very successful in the States and have been featured on several big TV shows," he said. "They are authentic in every way. The guns and black clothing of the dummies are similar to those of the old west."

The robots, which should prove highly popular in British amusement parks and arcades, are being exclusively distributed in the UK and continent by Major Matics Ltd. of London. Price of each dummy, together with guns and a clock to time challengers' draws: £875 (about 2,625 dollars).

Their popularity was proved soon after the exhibition opened. Major



**PHONOGRAPH EQUIPMENT LTD:** Gordon Marks (right) with Mac Kravis of Lincolnshire Automatics, Cleethorpes, pictured with French juke box "Jupiter," a 104-selection phonograph.



**RUFFLER & WALKER:** W. R. Ruffler and Gordon Walker, directors of the firm showing Rock-Ola equipment.



**AINSWORTH CONSOLIDATED:** Ready to play the Aristocrat machine are, left to right, F. J. Coley, Hal Elridge, H. E. Kenton, C. Parry and J. Pilling, all Ainsworth execs.



# Another Trade Show Hit Amusement Draws 46 Exhibits



**MAR-MATIC:** Jennings and Keeny equipment get the once-over from F. L. Leach, Keeny electronic engineer, and G. H. Grange, General Sales Mgr. of Mar-Matic Ltd.



**MAJOR-MATICS:** Robot gunman "Mr. Top Gun," California-made arcade machine, with Joe Phillips, Sales Manager.

Matics sales manager, Joe Phillips, reported "We sold three of the robots within two hours of the doors being opened. Two of them went to British buyers and the other to a Swedish representative."

The latest idea in coin box music caused considerable interest. Described as the "newest most exciting entertainment ever devised" it is called Cinebox and looks like a jukebox with a built in TV screen. After 1/- has been inserted and the song of one's choice chosen by pushing a button in the usual way, the song is played and the artiste can be seen singing and dancing in a colour film on the screen.

Made in Italy, the attractive machine contains 40 sixteen-millimetre colour films. It sells at £1,250 (about 3,750 dollars) with films. It was displayed by Filmbox Equipment Co Ltd of London.

Sure winner for amusement arcades was a new electronic rifle range presented by Epta Engineering Co Ltd of London. This has eight animal targets painted in their natural colours and when a kill is registered the animal's natural sound is reproduced.

A Wakefield, Yorkshire, firm, Easy-Quip Ltd, drew many inquiries with their two new casino games specially

designed to comply with the Betting and Gaming Act which has allowed games previously confined to clubs and night spots outside Britain to be played in the country.

Named "Monoko" and "Monoto" the games are adaptations of roulette. The former game uses a roulette wheel while "Monoto" is played with a pack of cards.

The casino receives its income from the charge which accompanies each bet. Both games are reported to have already proved very popular and are now being used in several casinos.

Symplay Ltd of London, on their three stands showed a completely new range of Bergmann built equipment including the Symphonie S.100 series of jukeboxes. "The operators' dream come true" said the catalogue.

That bright and breezy Australian, Hal Elridge was again "in charge" at the stand of his firm, Ainsworth Consolidated Industries (Great Britain) Ltd where this year's feature was a display of the Arcadian, one of the Australian-made Aristocrat range of fruit machines.

Trade at the fair is expected to top £500,000 (about 1,500,000 dollars). Said Jack Rose "I expect at least £250,000 worth of business. The amount of money spent at this show is fantastic."

## Manie Gottlieb Dies

CHICAGO—Manie M. Gottlieb, brother of David, Sol and Nathan Gottlieb, of D. Gottlieb & Company, of this city, died Friday, December 14, in Grant Hospital.

Gottlieb was formerly district manager for Universal Film Exchanges, Incorporated for 34 years, before founding his own firm, Associated Amusements, Inc. five years ago. He was 69.

Manie Gottlieb was very active along with all the other members of the Gottlieb family in endowing Gottlieb Memorial Hospital in Melrose Park.

Funeral services were held last Monday, December 17, in Piser Memorial Chapel. Burial was in Memorial Park Cemetery.

Other survivors include the widow, Ollie; a son Jerry; brothers David, Sol, Nathan, Morris and Isadore Gottlieb; and two sisters, Mrs. Bess Skibell and Mrs. Sarah Skibell.

**Turn To Pages  
4, 5 and 10  
For Export Figures  
And Analysis**

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C. C. CLASSIC B/A	195.00
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BALLY LUCKY ALLEY B/A	275.00
BALLY STRIKE B/A	125.00
BALLY TOURNAMENT B/A	125.00

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To Our  
MANY FRIENDS

BERT BETTI

and the whole gang at

BETSON ENTERPRISES, INC.

3726 Tonnele Ave., No. Bergen, N.J.

## Keeney's McGinnis Names Tennes Of Vend-Rite New VP, Genl. Mgr. As Two Firms Set Coin-Vending Plan

CHICAGO—Roy P. McGinnis, President of J. H. Keeney & Co., announced the appointment of R. J. (Dick) Tennes as Vice-President and General Manager of the forty year old coin machine firm of J. H. Keeney & Co. Tennes will succeed Paul Huebsch who resigned on November 16 after ten years as Keeney General Manager, and Vice President.

Tennes, currently President and Owner of Vend-Rite Manufacturing Co., 1536 North Halsted Street, Chicago 22, Illinois, will continue to head up his own organization and at the same time will consolidate it under one roof in the Keeney plant.

Tennes originally entered the Coin Machine Industry in 1942 as Purchasing Agent for J. H. Keeney and remained with them in that capacity through 1948. In 1949, Tennes left Keeney to form Vend-Rite.

Vend-Rite Mfg. Co., now in its fourteenth year has an enviable record in the Vending Machine Industry, having built in excess of one hundred and fifty thousand venders for various product manufacturers. Numbered among their distinguished clientele were such prestige firms as Kimberly-Clark, Nestle Co., Cellulose Products Corp., Procter & Gamble, Purity Baking Co., Colgate-Palmolive Co., and many others.

J. H. Keeney & Co., now in its fortieth year of operation is one of the original founding companies of the Coin Machine Industry. Located at 2600 West Fiftieth Street on Chicago's southwest side, it occupies its own modern, one story plant with 62,750 square feet of manufacturing area. The largest single facility in the Coin Machine Industry. For years it has been recognized as one of the leaders in the design and manufacture of Coin Controlled Mechanical and Electrical Devices. During World War II, it was cited many times for its brilliant contributions to the War Effort in the development of ingenious training devices for the Air Force and Navy Department.



R. J. (Dick) TENNES

McGinnis further announced that J. H. Keeney & Co. will continue their manufacture of Coin Operated Games and Amusement Devices and with Tennes' experience in vending, will now firmly enter this field. Keeney for years has been vitally interested in the potential and growth of the Vending Machine Industry and has a success story of their own in this field. Coincidentally, Tennes was with Keeney in Post War 1946 when Keeney built the first Electric Cigarette Vending Machine in the Industry.

Tennes' comment to the appointment was: "it's just like going home to your family after a long separation." All of Keeney's key personnel remain from Tennes' previous association.

McGinnis further announced that Tennes had been appointed to the Board of Directors of the forty year old Coin Machine firm.

Tennes in confirming the appointment also announced the appointment of R. P. McGinnis to the Board of Directors of the Vend-Rite Manufacturing Co.



## Houston Happenings

C. O. (Red) Harrington, owner H & H Distributing Co., and Tony Mosley, employed at same firm, returned Dec. 2nd from a very successful week-long fishing trip in Mexico. . . . Local coinman, B. Barfield, cigarette machine vending specialist, reported better than fair overall business. . . . Bill Williams, owner Bill

Williams Distributing, said Wurlitzer's top ten tunes for half a dollar single coin wall box had proven out a real money getter. . . . Latest contraption in automation at Record Service Center is a Green Delta Tape Automatic Typer (I.B.M.) machine that types title strips with finger tip touch. Cute little Peggy Smith is official operator of the new machine. . . . Six LP records, selected by serviceman Larry Twardowski from H. A. Franz & Co. record library as a gift from Hody Franz to Erma Nan, daughter of Yours Truly, were sincerely appreciated. . . . Pleasant visit with A. H. Shannon and Hazel Turner, manager and secretary-treasurer respectively, Coin Machine Co. Past season, as usual, Miss Turner served as arena secretary for Nationally famous Prison Rodeo, an annual event inside State penitentiary walls at Huntsville. She is, and has been for past several years, retained in that capacity by every major rodeo in this area including annual Houston Fat Stock Rodeo. . . . Operator Bill Gates, generally regarded as fair to middlin' deer hunter, probably has dropped to bottom of totem pole this season. Been hunting three times and so far not one single buck. Said he proposed to try once more. . . . Retail record stores here report all time high pre-holiday record buying. . . .

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# California Clippings

The Christmas spirit has captured interest along Pico Blvd., with everyone making their various plans for the Holiday season. . . . Johnny Hotz of the R. F. Jones & Co. conducted service school at the Highway House in Tuscon, Ariz., with most of the operators in that area in attendance. John Montgomery of the Jones office in Denver is touring New Mexico, and R. F. Jones of San Francisco is visiting the branches in Denver & Salt Lake City. Chuck Klein mentioned that the local office will be closed on the 24th and at noon Dec. 31, so the employees can enjoy a longer holiday. Ed. Wilkes presented a new Chevie II to his wife, Frances, for Christmas. . . . At C. A. Robinson & Co. Hank Tronick reported the new Williams 4 Roses arrived and has received a very good reception from the operators. Midways new 2 player target gallery is receiving additional attention after some amazingly fine reports on collections, coming in.

Export orders are being prepared this week at Duarte International Sales Co. for shipment to Australia, Port Swettenham and Penang. Mario Ventura returned from a combination business and pleasure trip to Fresno, and Gayle Atha will be spending a holiday vacation in San Francisco. . . . Jerry Barish informs "The First Family" is still the top seller at California Music Co., at the present time. Everyone at California still very busy with the rush on record sales. . . . At Paul A. Laymon, Inc. they are looking forward to receiving the new Gold Medal automatic popcorn vendor. Paul Laymon said it will give the operator more diversification, and should be on display within the next two weeks. . . . At Simon Distributing Co. the shop is readying an export order of phonographs and games for shipment to Europe. Jack Simon recently returned from a trip to the Bay area and Las Vegas. Sonny Lomberg informed that Joe Simon of Chicago is recuperating from an operation and steadily improving.

Bill Lanzy of American Coin Machine, Inc. was happy to announce that their first shipment of the Champion Fast Draw Gun arrived. The acceptance has been unusually good and has created a great deal of interest. . . . Hal Haines of RCA Victor stopped by the Leuenhagen 'record bar' to bring Kitty Kallen's new release, "My Coloring Book." . . . The Wurlitzer Factory Branch office was in the process of remodeling this week, and Mildred Davis proudly pointed out the new office furnishings. Royce Garris is planning to spend a two weeks vacation during the holidays, with his family in No. Carolina.

Ralph Cragan of the Jones office in Seattle returned from a successful trip to Ketchikan, Alaska, selling new Rowe AMI phonographs and Celebrity cigarette vendors. Mr. & Mrs. Robert Newell of Coinomatic, Inc. and Mr. & Mrs. Jerry Blair of Alaska Vending Diversified, Inc., were some of the operators showing Ralph the sites. . . . All of the executives and employees of AMCO Music & Vending, Inc. attended the Christmas party held at the Blarney Castle, William Schrader said they used the accumulation of the profits from the vending machine products for the party. He added, that Leo Simone was a fabulous master of ceremonies and the party was a howling success! Bill Happel reported in spite of the holidays, they are doing a great volume of business in phonographs and games.

Some of the visiting operators seen on Pico Blvd. this week were: M. B. McCormick, Lakewood; John Ketchersid, Long Beach; Howard Smith, El Monte; D. D. McClurg, Santa Barbara; E. D. Elnor, Buena Park, and Cliff Jones, Long Beach.



# Midwest Musings

The Music & Vending Ass'n of South Dakota held their quarterly meeting at the Inn Hotel, Huron, So. Dakota Sunday and Monday Dec. 9-10. Hosting the convention were Mr. & Mrs. Ronnie Manolis and Mr. & Mrs. Tony Ratchford, Huron. Business meetings were held throughout the day Sunday and in the evening there were plenty of liquid refreshments followed by a beautiful buffet supper. Monday morning and afternoon, business meetings and in the evening cocktail hour followed by a banquet dinner. Wives of the operators' attending the convention were entertained by Mrs. Manolis and Mrs. Ratchford. Operators and wives attending the meeting were, Mr. & Mrs. Dean Schroeder, Aberdeen; Mr. & Mrs. John Trucano, Deadwood; Mr. & Mrs. Arnold Brevick, Watertown; Mr. & Mrs. Darwell Maxwell, Pierre; Mr. & Mrs. Gordon Stout, Pierre; Mr. & Mrs. A. R. Pierson, Mr. Earl Porter; Mr. & Mrs. Ralph Harvey, Mitchell; Mr. & Mrs. Elmer Cummings, Brookings; Mr. & Mrs. Herman Warn, Salem; Mr. & Mrs. Lawrence Jenkins, Bath; Norman Gefke, Sioux Falls; Mr. & Mrs. Lloyd Morgan, Cliff Brown, Rapid City.

Distributors at the meeting were Solly Rose, Sandler Dist. Co., Mpls; Lou Rubin and John Zeglen, Lieberman Music Co., Mpls; H. Swanson, V. & K. Co., St. Paul; Ray Brown, Brown Bros. One Stop, Mpls; Irv Linderholm, Tri State Vend., Fargo, N. D.; Manufacturer's reps were Bert Davidson, The Wurlitzer Company; Les Reick, Rock-Ola; George Kendall, National Cigarette; John LaBahn, Vendo Co.; Chuck Gates, Seeburg Co. Next meeting to be held in March 1963 at Sioux Falls, no date as yet.

# Happy Birthday This Week To:

Wm. R. Barbour, Danville, Va. . . . Chas. W. Hughes, Ladoga, Ind. . . . Edwin W. Ponder, Liberty, Mo. . . . Rudy S. Kimbell, Amarillo, Texas. . . . C. C. Geist, Norfolk, Neb. . . . Israel Itzkovitz, Shenandoah, Pa. . . . Freeman D. Munson, Indianapolis, Ind. . . . Robt. W. Hunter, Dallas, Texas. . . . Richard T. McKeon, Chgo., Ill. . . . Paul M. DiLeo, W. Paterson, N. J. . . . Louis M. Scheid, Ville Platte, La. . . . Harold Legendre, Ajo, Ariz. . . . Larry Frankel, Rock Island, Ill. . . . Fred Gaunt, L. A. Calif. . . . Morris Marder, Miami Beach, Fla. . . . Albert Mason, Gd. Rpd., Mich. . . . Thos. F. Lee, N.Y.C. . . . Sam Goldberg, Chgo., Ill. . . . Harry S. Schwartz, Miami, Fla. . . . C. A. Taylor, Jr., Brunswick, Ga. . . . Courtney Husband, Laporte, Ind.

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- 1 Jet Gun 110
- 3 Six Shooter 110
- 1 Silver Bullet 125
- 2 Pop Gun Circus 250
- 3 Gen. Shoot'g 135
- 2 Ex. Shoot'g 125
- 4 Ex. Sportland 135
- 1 Sei. Jungle Joe 110
- 4 Keeney Sportsman 135
- 3 Keeney Air 150
- 1 Un. Jungle 125
- 1 Keeney Safari 150
- 1 Un. Bonus 175
- 1 Un. Sky Ralder 225
- 1 Twin Fun 295
- 9 Mid. Shoot'g 225
- 9 Mid. Del 275
- 3 Gen. Sky Gunner 125
- 2 Gen. Nite Filter 125
- 3 Gen. Sky Fiter 125
- 1 Gen. Rifle 125
- 2 Gen. Big Top 175
- 1 Gen. Wild West 195
- 1 Gen. Gun Club 295
- 3 Gen. State Fair 225
- 1 Gen. Circus Rifle 225
- 2 Wms. Vanguard 225
- 3 Wms. Hercules 295
- 1 Wms. Crusader 275
- 1 Wms. Space 350
- 1 C.C. Pony 395
- 1 C.C. Express 395
- 1 C.C. Pistol Pete 125

- 1 Long Range Rifle 475
- 4 C.C. Ray Gun 375
- 10 Seeburg Bear Gun 175
- 3 Seeburg Coon Gun 175
- 1 Bally Moon 225
- 1 Ralder 225
- 1 Bally Gun 245
- 2 Bally Sharp Shooters 225

**RIDES**

- Lane Cowboy Horse \$325
- Champion Horse, late 425
- Ex. Pony Express 175
- Big Bronco 325
- King Horse 275
- Sandy Horse 350
- C.C. Space Ship 275
- Bally Space Ship 275
- Junior Jet 125
- Boat Ride 275
- Miss America Boat 325
- Elsie the Cow 195
- Old Smoky 275
- King ChooChoo 250
- Meteor Hot Rod 225
- Tusko Elephant 475
- Camel Ride 475
- Motoreycle 325
- Model T Ford 395
- Auto Test 425
- TurnPike Auto Test 675
- Bally Fire Engine 425
- Bally Hot Rod 375
- Bally Western Express 375
- Bally Speed Queen 375
- See-Saw Clown Ride 275
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M. S. GISSER (Sales Manager)

**Meeting & Show Dates**

- Dec. 31—Central State Music Guild (Monthly)  
Place: 805 Main St., Peoria, Ill.
- Jan. 1—Harbor Music Operators' Association (Monthly)  
Place: Cook's Bullpen, Paramount, Calif.
- 2—Amusement Machine Operators Assoc. of Penn.  
Place: Colony Inn, 3 Miles e/o Harrisburg
- 4-5—South Dakota Music & Vending Assoc.  
Place: Sawnee Hotel, Brookings, S.D.
- 7—California Music Merchants' Assoc. (Monthly)  
Place: U. S. Grant Hotel, San Diego, Calif.
- 7—Phonograph Merchants' Association (Monthly)  
Place: Hollenden Hotel, Cleveland, Ohio (General)
- 8—California Music Merchants' Association (Monthly)  
Place: Fresno Hotel, Fresno, Calif.
- 8—Westchester Operators' Guild, (Monthly)  
Place: American Legion Hall, 57 Mitchell Place, White Plains, N.Y.
- 9—California Music Merchants' Association (Monthly)  
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
- 14—Automatic Equipment and Coin-Machine Owners' Assoc. Inc., Indiana (Monthly)  
Place: Room 24, 550 Broadway, Gary, Ind.
- 14—Associated Music Operators of Rochester (Monthly)  
Place: Sheraton Hotel, Rochester, N.Y.
- 15—Coin Machine Operators Assoc.  
Place: Knights of Columbus Hall, Houston, Tex.
- 16—Eastern Pennsylvania Amusement Machine Assoc. (Monthly)  
Place: General De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.
- Feb. 24-26—National Candy Wholesalers Assoc. (Annual)  
Place: Sheraton-Place Hotel, San Francisco, Calif.
- Mar. 17-23—National Assoc. of Tobacco Dist. (Annual)  
Place: Sheraton-Chicago Hotel, Chicago, Ill.
- April 6—Ohio Automatic Merchandising Assoc. (Annual)  
Place: Arlington Arms Motel, Columbus, Ohio
- May 2-4—Canadian Automatic Merchandising Assoc.  
Place: (Hotel Not Named) Montreal, Canada
- 19-22—National Confectioners Assoc. (Annual)  
Place: Shoreham Hotel, Washington, D.C.
- June 13-15—Indiana Tobacco-Candy Dist. & Vendors (Annual)  
Place: Claypool Hotel, Indianapolis, Ind.
- 22-26—Southern Wholesale Tobacco & Candy Assoc. (Annual)  
Place: Hotel Robert Meyer, Jacksonville, Fla.
- 28-30—California Assoc. of Tobacco Distributors (Annual)  
Place: del Coronado Hotel, Coronado, Calif.
- Sept. 7-10—National Automatic Merchandising Assoc. (Annual)  
Place: McCormick Place, Chicago, Ill.
- Oct. 18-20—Western Conference & Exhibit (N.A.M.A.) (Annual)  
Place: Ambassador Hotel, Los Angeles, Calif.

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- Lightning Ball . . . . . 195.00
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- Wurlitzer 2204 . . . . 395.00
- AMI D-80 . . . . . 85.00
- AMI E-120 . . . . . 90.00
- Rock-Ola 1448 . . . . 265.00
- Rock-Ola 1455 (200) 245.00
- Rock-Ola 1454 . . . . 295.00
- Rock-Ola 1495 (200) 645.00
- Seeburg V200 . . . . . 195.00

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- Bally Strike Bwlr, 14' 125.00
- Bally Lucky Alley 14' 245.00
- Bally Bowler 21' . . . . 845.00
- United Bowling Alley 14' . . . . . 95.00
- United Team Bwlg. Alley 14' . . . . . 125.00
- United Jumba 16' . . . . 245.00
- United Regulation Shuffle 9' . . . . . 125.00
- Williams Shortstop Baseball . . . . . 195.00

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## Franz Serviceman Works Way To Top

HOUSTON—Dave Beasley, middle aged and father of eight children, who started with Houston area Seeburg distributing organization in 1946 as a porter, has recently been given opportunity to prove his ability at selling the Seeburg LP console. During spare time from portering Dave used to lend a hand in service department and eventually was promoted to serviceman. He had confidence in his work, believed in Seeburg products, and boosted both at every opportunity. H. A. Franz, head of H. A. Franz & Co., Seeburg distributor said Beasley was a hustler and believer in what he sold and with those qualifications should do O.K.

Beasley is currently responsible for part of the influx of 'LP Consoles' in the high-type Houston oasis.

## Atty. General Issues Bulletin For Complying With Eastland Bill Registration Requirements

WASHINGTON DC—The Eastland Bill (S.1658), known as Public Law 87-840 (Cash Box Nov. 17), requires that every person dealing or receiving in gambling devices, must register with the Attorney General's office in Washington D. C. Following is a portion of a bulletin released last week outlining the procedures for registering as a dealer, as it applies to dealers in multiple-coin in-line games, or equipment which appears to be included in the text of the legislation: Any person engaged in one or more of these activities must file certain information with the Attorney General each calendar year in which he

intends to engage in such business. This means that any person must now file a registration statement each year after Nov. 30 and before January 1, or before he engages in the aforementioned business.

The following information must be included:

1) Registrant's name and trade name under which he does business; if a corporation, the names of the principal officers should be given;

2) The address of each of his places of business in any state or possession of the U.S.;

3) The address of a place of business in a state or a possession of the U.S. where he plans to keep records required by this statute;

4) Each activity, as outlined above, in which he intends to engage during the calendar year with respect to which his registration is made.

No special registration form is required, according to the official bulletin. A letter addressed to the Attorney General, Washington 25, D.C. setting forth the above information, is sufficient. Registration should be made by registered or certified mail since it will not be acknowledged. Persons who previously registered under the Johnson Act will be required to re-register under this new Act, if he intends to continue to man-

ufacture or deal with gambling devices.

The Eastland Bill prohibits the interstate shipment of multiple-coin in-line games and gambling devices. Those persons who intend to do business in this equipment across interstate lines, may do so providing they have registered as above. Details of the law concerning record keeping and compliance may be found in the text of the law which appears in the November 17 issue of Cash Box, pages 52 and 54.

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## Cleveland Coin Has Record Year As Gisser Sets Sights On Expansion Through Vending and Export Marts

CLEVELAND—Morris Gisser, president of Cleveland Coin Machine Exchange, Inc., during an interview with Cash Box last week summed up his business year, terming it "a record business year." Following is part of his conversation:

"With the closing of the year 1962, the Cleveland Coin Machine Exchange, Inc., is proud to report the completion of one of its record years.

"The increase in volume is due to the expanding foreign market, with many countries today becoming extremely receptive, not only to Music Boxes but Vending Equipment as well. In addition to these, Games of Amusement such as Shuffle Alleys and Bowling Alleys are today receiving enthusiastic reception not only in the Far East but the Continent as well.

"The future outlook, despite the Common Market which is slowly crystallizing, seems to offer a challenge to the American manufacturers and exporters, and despite the fact that much new equipment is being manufactured in European countries, the

used equipment that is exported from this country is even in much greater demand, and we expect it to grow each year.

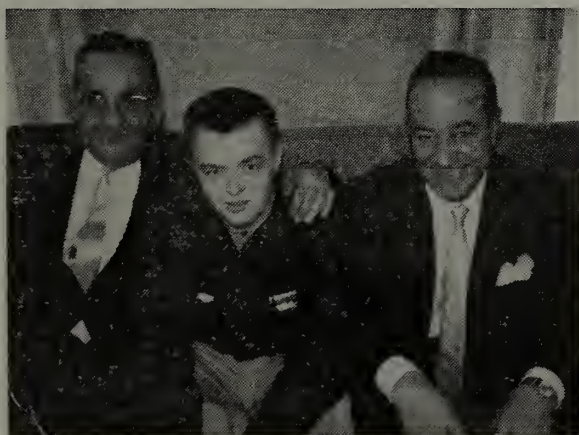
"An extremely important segment of the domestic business is a challenge that is now being created by the tremendous demand of industry, which provides a strong impetus for the latest in all types of Vending Machines. This because business must find ways and means of eliminating the high cost of personnel—and that is taken over by Automatic Vending.

"We here in Cleveland Coin Machine Exchange have enlarged our facilities for shopping, displaying and shipping, with the result that we are in position to take advantage of this expanding market.

"We wish to announce that after the first of the year, due to the expansion of our exports, our new name will be Cleveland Coin International. The words Cleveland Coin are being retained in our new name inasmuch as they are a byword in the coin machine industry."

### OLDTIMERS AND NEWTIMER:

Bill Driscoll, son of Jack Driscoll, A. B. Vending Company, Avon, N.Y., is a new-timer to the business following in his father's footsteps as an operator of music and games in upstate New York. Pictured above, Bill poses with Fred Iverson, (left), another old-timer who is with Sheldon Sales, Rowe-AMI distributors, and J. Higgins, Sheldon representative. The photo was taken while the coinmen were "on location" last month.



## Rowe-AC Releases Two More Disk Packs

CHICAGO—Rowe AC Services' Phil Glover, assistant sales manager, released the firm's thirteenth Top Talent album release, scheduled for the week of December 24th: "I Remember Hank Williams"—Floyd Cramer—RCA Victor—Cold, Cold Heart/Jambalaya, Alone And Forsaken/Why Don't You Love Me, Kaw-Liga/I Can't Help It, Hey, Good Lookin'/I'm So Lonesome,

I Could Cry and Your Cheatin' Heart/ I Saw The Light.

Second title is "Bongos-Flutes-Guitars"—Los Admiradores — Command, and includes How High The Moon/Caravan, My Funny Valentine/Makin' Whoopie, Birth Of The Blues/Golden Earrings, East Of The Sun/By The River St. Marie and Laura/I Can Dream Can't I?

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APCO Brew 6 Drink MBS-C .....	\$345	KWIK CAFE BCC-1 .....	\$195
APCO Instant Coffee Mach. M-SR .....	245	IVI TRLB Product Hot. Bev. ....	395
BALLY 583 Bev. Vend .....	275	STONER 55 COA .....	145
BALLY 597 w/Whipper .....	645	STONER 58D-10 .....	295
BALLY 661D Charcoal .....	995	STONER 500D-1, 215 .....	225
BERT MILLS FB 500 Cof. Bar .....	175	STONER MD-1 Vendor .....	295
BERT MILLS M-54 .....	175	STONER MATIC 5 Hot Drink .....	345
BERT MILLS FB57 .....	175	STONER MATIC 59D16 .....	395
COLE Hot Spa MHS .....	195	STONER 9-Sel. Mod. D-18 .....	345
SEEBURG SFB-510 .....	250	VENDO Coffee Vend. HB900-A .....	495

### COLD DRINKS

APCO Auto Soda Shoppe JD 3 Drink .....	\$195
APCO Soda Shoppe TD .....	175
COLE SPA Dispenser C-6 .....	275
COLE SPA 7 Drink .....	345
COLE SPA 3 Drink CC 82 .....	150
COLE SPA Dispenser M-CC .....	150
COLE SPA Dispenser MCD .....	150
ROWE 3 Drink .....	150
ROWE Spacearb 3 Drink Mod. D-600 .....	150
LYONS Drink Vend 1400-3F .....	150
ROWE L-1000 Ser. #5000 .....	545
ROWE L-1000 w/Freeze King .....	745

### MISCELLANEOUS

FEDAM Hot Food FD-60 .....	\$ 95
WICO Mod. 168-6 Drink .....	175
VENDO Milk, Mod. 210, Pre-Select .....	325

### CIGARETTE

CONTINENTAL Corsair 30 .....	\$195
DuGRENIER 12 Col. ....	95
DuGRENIER 11 Col. ....	85
DuGRENIER 9 Col. ....	75
ROWE 11 Col. Commander .....	85
SEEBURG M800-E1 .....	175
EASTERN 8 Col. ....	50
EASTERN 10 Col. ....	60
EASTERN 22 Col. ....	95
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NATIONAL 9 Col. ....	95
ROWE 8 Col. Diplomat .....	75
LEHIGH 12 Col. ....	50

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**ALSO AVAILABLE: COMPLETE INVENTORY OF PHONOGRAPHS, WILLIAMS & GOTTIEB FIVE-BALLS, LONG BOWLERS, SHUFFLE ALLEYS, AMUSEMENT GUNS, POOL TABLES, BASEBALL GAMES AND ARCADE EQUIPMENT.**

TERMS: Letter of credit established at any U.S.A. Bank, preferably: First National Bank of Chicago 90, Ill., U.S.A.

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TODAY!**





## George George Dead At 49

CLEVELAND — George George, President of the Monroe Coin Machine Exchange, Inc., died suddenly early Friday morning, December 21. George was 49 years of age. He leaves his wife Eleanor and a son, Thomas, 15.

George entered Euclid Glenville Hospital in Euclid earlier in the week for a check up. The announcement of his death came as a shock to his family and his host of friends. George will be interred at Calvary Cemetery in Cleveland, Monday, December 24.

The well-liked coinman handled the Rowe AC phonograph and vending machine line in the Ohio area, assisted at the executive level by Norman Goldstein who will continue to conduct the business. Mr. and Mrs. George George were part of every major coin machine and vending convention and met hundreds of representatives from the industry during the many years they were married.

George was a soft-spoken person quick to give the other party the benefit of any possible doubt whether it be in business or on the golf links where he often relaxed. The knowledgeable executive had a reputation for studying situations thoroughly before entering into a transaction and this asset was considered an invaluable quality by many of the Chicago manufacturers.

Personally, he was a fine family man, a credit to the industry, and a gentleman. In a business where pressures and circumstances sometimes cause personalities to change, George George was the same man the day he died as he was the day he entered



GEORGE GEORGE

the business world. He was a man of his word. No greater tribute can be paid to a man by an entire industry. He will be missed by many for a long time to come.

### Negotiators May Agree To A Delay Of Dock Strike

NEW YORK—The first ray of hopeful light beamed onto the negotiation tables last week as shipping management and labor officials agreed to a delay on a work rule to permit study by an impartial panel. The actual length of time during which the study would be made was the stumbling block. At press time it appeared that the dock strike scheduled for Dec. 23 may not take place.

## Mike Bushdid, Washington Airport Operator, Dead

WASHINGTON, D.C.—Michael Bushdid, owner and president of Michael's Enterprises, Inc. died of cancer on November 24th after an illness of five months. Bushdid, known as "Mike," was the operator of the Washington National Airport Game Room for a period of over ten years. He also was Sec. Treas. of National Amusement Corporation, operator of Central and Eastern Greyhound Terminal Game Rooms.

Bushdid was born in Lebanon, Beirut, and came over to this country in 1926. From a modest beginning in the business world in the produce field, he built a sound amusement and coin machine business and was beginning to enter the vending field prior to his death. All his business ventures will continue and be run by Cosby C. Roberts, Vice President of the companies.

Mike will long be remembered and missed at the various "shows" which he always attended. He leaves a wife, Alma, and two children, Angel and Darlene.

### Coin Mart And N.O. Novelty To Co-Distribute Bally

NEW YORK—An article which appeared in *Cash Box*, December 22 issue, stated that Coin Mart was the new Bally distributor for Louisiana and Mississippi. The statement also said that New Orleans Novelty Company was the former Bally distributor in this area. This was not correct. Coin Mart and New Orleans Novelty Company will serve the territory as co-distributors, according to a notice received from Coin Mart's Charles Rosenblum, who adds that the arrangement will be effective January 1, 1963.

## EUROPEAN CLOSE-UP: 1962

## First Of A Three-Part Series

# A Specialist Views The European Export Markets

*Cash Box* has asked Mr. Morris Nahum, Chief Negotiator and Sales Manager for the R. H. Belam Company, major exporters, to outline his recent 4-month trip to Europe. Nahum visited ten countries during this tour, which was his seventeenth trip. Nahum's observations of the coin machine and vending business in these countries will be presented by *Cash Box* in a three-part series beginning with this issue. The report, prepared by Nahum, follows.

FRANCE—The pinball machine business, which soared to fabulous figures in 1961 and the first-half of 1962, is taking a breather now. But let me reassure you that the pinball is there to stay, although most locations in the larger cities are already taken, with several machines on each spot. Moreover, most of the new orders sent in, are for either new machines or very late models, in order to replace older machines in the aforesaid locations.

The French distributors already have a problem on their hands, trying to sell these old trade-ins to secondary locations, which are mostly in remote provinces. Another interesting point is this: The pinball craze is still very much on, so that most operators get the cost of their equipment back in about 6 months. Consequently, they accept most prices offered by the distributors on trade-ins. Result: Pinball machines older than two or three years, cost in the local French market, much less than what they are currently quoted from the United States. My advice: No one should lose too much time at this stage, trying to sell to France, pingames which are older than three years, specially those with the old cabinet design. Nevertheless, business in France will continue on a reasonably steady level after the year-end recess, but exclusively for new and late models. Demand for older machines might be revived, but certainly would be very small and sporadic, and uniquely on specific popular models requested by remote and secondary locations.



MORRIS NAHUM  
R. H. Belam Company

Coming now to the juke-box business in France, I must say that surprisingly enough, the French manufacturers of juke-boxes, are producing lately very good machines, even better than those manufactured by neighboring countries. As a result, French juke-boxes have taken more than 80% of the local market. At the top of the list comes electro-kicker, which puts out the Jupiter 104 selections stereo, with a production of about 3500 units yearly. This machine costs the local distributor about \$600 and retails for about \$800 while the least expensive U.S. machine runs into almost \$1000. —(Duties and taxes on imported machines are almost 70% ad valorem). Electro-kicker has already produced in 1962, a very compact machine, called the B80 with 80 selections Hi-Fi, which had quite some success in France. The owner and president of Electro-Kicker, Mr. Charles Gosteli who has been a veteran coinman for the last 25 years, told me of his definite plans to put out in 1963 an improved machine on the market, which will be called the B96, as well as a deluxe machine, with the artist of the week feature, and many more improvements. In seniority, next to the Jupiter juke-boxes comes the scopitone which features the projection

screen animating the record played. In spite of its size and cost, this type of movie juke-box seems to be rather popular, as it is followed now by other newcomers as the Caravelle, Tele-Box, Cine-Box, etc. Pricewise these types of machines run higher than American juke-boxes. The last one but not least on the French juke-box line, is the "Emaphone" which maintains a reasonable piece of the French business. Therefore, due to its high cost and duties, as well as the low rentability which results, the American juke-box, even used and of older models, have slim chances in bringing booming business to U.S. exporters.

Coming to the subject of vending machines in this particular country, I daresay that the general public still hates the idea of getting their national hobby and pastime (that is eating!) from vending machines. Nevertheless, there is a rising hope to convince the Frenchmen to get a hot or cold drink from a vending machine, especially in extreme weather, either in hot summer or cold winter. But, it still is very tough to convince the public to buy a drink from a vending machine on a mild day, when he can sit at an outdoor cafe and sip the same drink for an hour, at almost the same price. With the heavy industrial areas which are growing and getting modernized at a very fast pace, chances for establishing in-plant feeding systems, are increasing very much. My hope now, is to see the large French operators taking the big jump into vending operations. In fact, up to now, vending operators in France, can be counted in one hand, and the lack of competition cannot possibly create a healthy market which should look ahead all the time for better systems and better machines.

Next week, in the January 5th issue of *Cash Box*, Nahum takes a close look at Belgium, Holland and Germany, and presents a highly personal, colorful, and accurate view of these markets.

## IRS Agents Seize Multiple Coin Games Without \$250 Stamp

### Move Based On Kansas Court Decision Last April

WASHINGTON, D.C.—Internal Revenue Service agents seized multiple-coin in-line games in twenty states across the nation on Wednesday, December 19, in a concerted drive to remove all machines not bearing the \$250 Federal Gambling Tax Stamp. First reports stated that locations in 112 cities in 20 states were raided by agents who removed 648 of the games.

The IRS move was based on a Federal Court Decision handed down in April by a Kansas Court which upheld an earlier decision which states that the existence of these games without a \$250 Federal Tax Stamp is in violation of the law.

The ruling stated that no payoff was necessary for the machine to be considered a gambling device. "A pinball machine which is so designed as to permit insertion of additional coins to increase chances of winning a high score and which registers free plays far in excess of the number that a person playing for amusement normally would play-off is considered a coin-operated gambling device." Before the Kansas ruling, the Government could not confiscate a machine unless an agent actually played the machine and received a pay-off.

Results reported included: Virginia—105 machines seized from 80 to 90 locations. No arrests, no criminal charges.

Pennsylvania—51 machines taken at 30 places in Pittsburgh, suburban Braddock and Homestead; 27 in Philadelphia and four adjacent counties. There were also raids in Wilkes-Barre.

Kentucky—42 machines seized in 7 cities: 13 at Morehead, 8 at Richmond, 6 at Georgetown, 5 Mount Sterling, 4 Winchester, 3 each Versailles and Paris.

Missouri—Kansas City area 13, St. Louis area 5, Lilbourn 2.

Kansas—3 seized, at Seneca, Horton, and Anthony.

Indiana—16 machines taken: 8 at truckstops near Evansville, 3 at Terre Haute, 3 in Jeffersonville, 2 in Logansport.

Iowa—agents raided six places in six communities, seizing nine machines.

Ohio—24 machines seized in raids on 16 taverns in five Cincinnati suburbs: Forestville, Cheviot, North College Hill, Mount Healthy and Norwood. And 9 more were taken in 6 places in Litchfield, Lima, Orrville, and Yorkville.

Illinois—82 machines seized in 50 establishments.

Minnesota—16 pinball machines and a \$500 jackpot board seized in 16 bars and taverns in 6 communities in northern Minnesota.

Louisiana—agents raided 11 establishments in New Orleans and seized 24 pinball machines, one slot machine and one iron claw machine.

New Mexico—23 seized in Silver City area.

Texas—175 seized in Galveston County on Gulf Coast.

Wyoming—19 devices confiscated in 12 establishments.

Georgia—two slot machines and one pinball machine seized. One man arrested.

In the Boston area the T-men seized 36 slot machines and pinball machines.

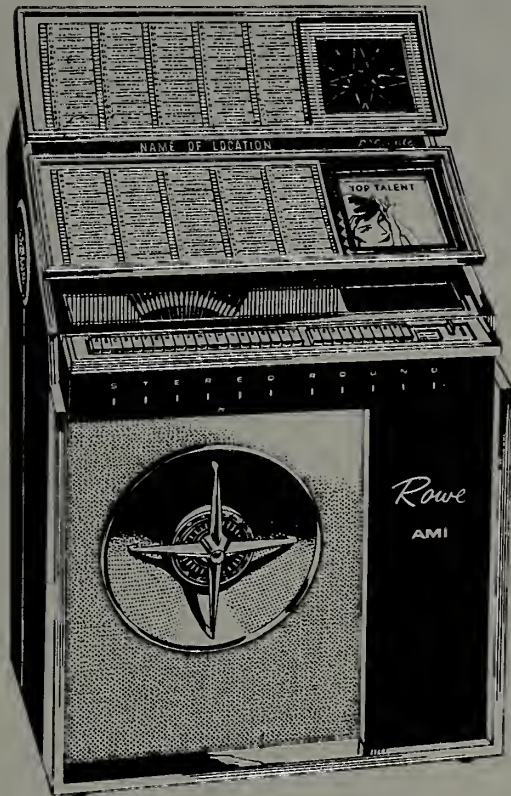
They confiscated 7 in Peabody, 1 in Waltham, 6 in Watertown, 1 in Arlington, and 9 in Revere.



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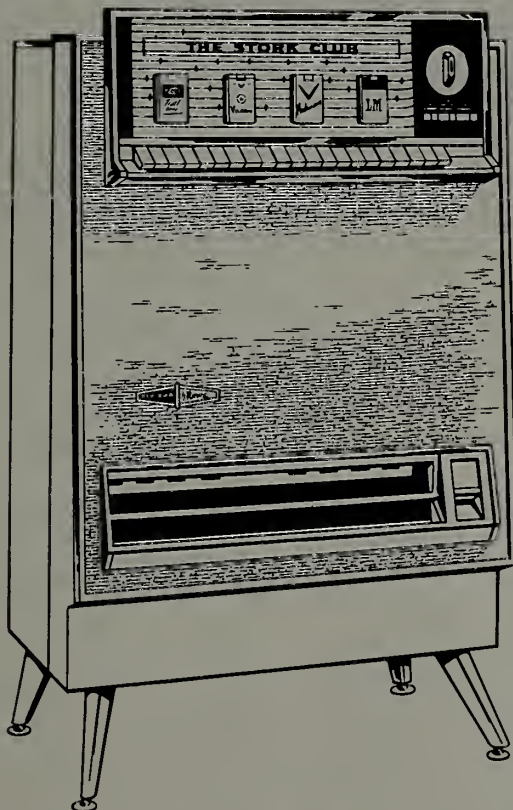
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**Eastern Flashes**

As the year comes to a close we can look back on a good business year, if not a great one, but then they can't all be great or the term would be reduced to good (if that makes sense). Most operators around the country enjoyed an unusually good year from the income derived from pool tables, the surprise of the season. The 6-pocket games were garnering coins throughout the length and breadth of the land and the price was right. Few ops went as far as trading the games because they just don't react as shuffles and other type equipment. A new slate top with a clean crisp playfield, and the game is like new again. Irving Kaye, Valley, Fischer, American Shuffleboard, were among the prime suppliers of the pool tables. Distributors handling the line went as far as taking on a home model and enjoyed big holiday sales to the consumer market. We must take the good with the bad and although the passage of the Eastland Bill hurt the industry badly, the success of the pool table certainly helped it along the way. We must be thankful for shape of the business today. The coin machine industry generally speaking is a sound and profitable business . . . for the businessman.

Seeburg is creating lots of conversation these days with all kinds of rumors. The manufacturer had a crew into New York two weeks ago for a sales meet at the Barbizon and when the forum was over everyone was as hot as a fire cracker. Main topic was the LP Console and plans for '63. Another meet was held in New Orleans at the Hilton, from there to the west coast where our California reps tell us the factory hosted a sales meet at the Jack Tarr in San Francisco. Chicago was the site of a midwestern meet with Seeburg distrib in the area meeting at the Knickerbocker for more of the same. Organization is the theme at Seeburg today and you can expect another announcement from the juke box plant any week now concerning long range plans for Seeburg. Among the Seeburg execs who were present at the regional meets were Jack Gordon, Bob Briether, Bill Adair, Ed Claffey, Charlie Smith and Dan Collins. Gordon, Briether and Adair attended all of them. And speaking of Bill Adair, the Philly-native flew into his old home town last week to attend a Christmas party hosted by Eastern Music Systems Corp., local Seeburg distrib. The party, held at the RDF Club, was attended by about 100 people. Bill Schwartz and his Edna attended with Mary and Dan Collins. Zav Hovsepian and Nat Solow came up from Baltimore to join Marvin Stein and all the employees attended and had a wonderful time. The Philly-Balti Seeburg set-up is really one big happy family. Perhaps that's the reason for their success.

Wurlitzer distrib were smiling this week and Harold Kaufman of Musical Distrib in NYC was no exception. Sid Greenfield and Allie Goldberg decided to "gift wrap" a Model 2600 and just as they had the bow tied neatly in place, some operator came in and bought the machine! "We're not complaining," smiled Allie, "but we wish he stopped in about one hour earlier." That's no way to save gift-wrap, Al!

Meyer Parkoff off to Chicago for a meeting. Murray Kaye holds down the fort and business continues. Joe Fishman back in the swing of things, getting his feet wet, looking over the current equipment for sale with an eye to re-joining the wholesale end of the business after two years in Florida "playing the market."

Bernie and Lou Boorstein, Leslie Distribs, enjoyed a good year and were all smiles about 1963. Bernie just finished the basement of his new home and the family is all in good health. What more could a man want!

Abe Lipsky's nose was slightly larger on Monday and then turned red on Tuesday. "I evidently have a thing in my nose," observed Abe, "who didn't let his proboscis stand in the way of writing business."

Al Bodkin and Fran drove into town on Tuesday to join Molly and Barney Sugerman. Intended to see a show and have dinner, providing Shugy could get his business out of the way in time. We missed Morris Rood and didn't see Kempy either. Now that we think of it, perhaps the two "boys" ran off for a bite of lunch, something they seldom do together. One must always mind the store, you know. Lou Wolberg trying like all get-out to snare a few TV ducats for the Holiday Week but to no avail. They're rare, man. Nate Sugerman into the NYC office these weeks, claims he loves every part of his new job: sales-service-receivables (and what have you).

John Bilotta dropped onto Tenth Avenue earlier in the week and stopped to visit with Irv Holzman who was out in Long Island working at the Great Neck outlet. Bilotta still driving hard and claims he has a "jewel" in his upstate showrooms which will garner more half-dollars than anything else he's seen. And it's not a juke box (!).

Morris Nahum, R. H. Belam International exec, is one of the most informed export men in the business today. He has traveled the ocean no less than 17 times to call on buyers and claims to have a working knowledge of every country in Europe. Next stop? Asia or South America.

Mike Munves is a guy who has seen a few Christmas' and New Year's roll around but we doubt that he has ever complained about one year not being a good year. Mike is philosophical and looks at the world in that way. Always a good word for his fellow-man and always a satisfied opinion as to how the world is treating him.

Norman Berkowitz, Deperri top aide, had to stick by his home one day last week to mind one of the kids. His wife Jean took Steve to the hospital for a tonsillectomy while the baby decided to catch a virus and the neighbors couldn't handle him. Meanwhile the coin machine and vending advertising business was covered from the kitchen telephone, as efficiently as ever.

Abe Witsen enjoying a nice rest in Florida. . . Ted 'Champ' Seidel, on the avenue with a few shots of himself in prize fight attire during "the old days." He looked great then, too. . . Al Simon and Al D'Inzillo, chatting with MONY's Nash Gordon, and the discussion includes acquisitions, expansions, and the gambling instinct which was more prevalent years ago in the veins of the newcomers to the coin machine business. "They were more quick to take a risk then," claimed Al Simon, who is very happy about the Rock-Ola sales performance again this year.

Rowe-AMI distrib around the country very happy with Jack Harper's personal assistance when sales and service problems crop up. Tom Sams, too, will fly to an outlet at the sound of a telephone call. That's class service—executive attention on call when needed!

Al Kerner strolling the avenue meets up with Willie Aaronson and the two discuss business and of course the conversation sets on pool tables and the success of same. And another year heads for the final week but before it ends as always even the pace of business slows before calling it another year and we celebrate the Christmas season. Merry Christmas to all, and to all a good year!

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**Coffee Vendor Mfr.  
Eyes Coin Machine Op**

ALLENTOWN, PENNA. — Glenn Thomas, Asst. Sales Mgr., Allen Electronics, manufacturers of packet-type hot drink vendor, offered his firm's opinion last week, in conjunction with a review of the coin machine operator, as a market for this machine.

"We manufacture a low priced packet type hot beverage vending machine, two models of which require no plumbing. Just fill 5 gallon bottle water supply, plug in electrical outlet and machine is ready to operate," said Thomas.

"Although the heavy traffic locations are fairly well saturated by the large hot beverage vending operators, we have found that there are many secondary but very profitable locations available.

"The music and candy vender is looking for ways to expand and naturally has looked toward the very lucrative hot beverage vending field. Upon investigation of this field he has been confronted with a situation of high priced vending machines requiring high traffic locations. These not being readily available, he has to look for lower priced machines suited for lower traffic areas.

"Since our vending machines are primarily designed for the operator that requires a low priced but serviceable machine, we view the music and candy vender with tremendous potentiality, along with many venders presently in the hot beverage field desiring expansion," concluded the vending exec.







## Chicago Chatter

We extend a very sincere Cash Box "Season's Greetings" to all our friends in coinbiz All Over The World—and say thanks for the countless Christmas cards which grace our offices. . . . As we meditate over the fading year's events the single factor which stirs the thinking is the effort put forth for healthy resurgence in coin machiness business. There will, we predict, be a healthier rise in business in 1963. Many factors point this way. And one factor can be the reorganization of MOA, which can help mightily as a uniting instrument. Stellar personages in this scene are Harry Snodgrass, Clint Pierce, Lou Casola, Bob Blundrod, Les Montooth, and a host of other coinmen.

The holiday week was shattered last Friday (12/14) for the Gottlieb family when Manie Gottlieb, brother of David, Sol, Nate, Morris and Isadore Gottlieb, died in Grant Hospital. Dave and Dorothy Gottlieb were already in Miami Beach for their winter hiatus when tragedy struck. We add our expressions of sorrow to the countless condolences that have flowed in to the Gottlieb family.

Happy holiday felicitations were the order of the week at Rock-Ola Mfg. Greetings are extended everywhere by David C. Rockola, Donald Rockola, Edward G. Doris, Dr. David Rockola, Bill Haldeman, Ralph Wyckoff, Frank Doyle, Les Rieck and Jack Barabash.

We happily welcome Dick Tennes back into the fold at J. H. Keeney & Co. We also take this opportunity to wish Keeney president, Roy P. McGinnis—a grand and genial veteran of coinbiz—and all his personnel a most enjoyable Christmas season, and a very prosperous New Year. Welcome home, Dick!

Joel Stern, prexy of World Wide Distribs, looks back on a very excellent year of sales with the Seeburg phono and vending line. He, along with Fred Skor, Art Wood, Howie Freer, Kurt Kluever, and the rest of the staff at World Wide look forward, with eager anticipation, to the coming year.

Jack Harper, vice prexy & general manager of Rowe AC Services, and all the Rowe AC execs (and that includes Dean McMurdie, Fred Pollak, Tom Sams, Jack Dunwoody, Jack Ross, Jim Newlander, Don Lunday, Jerry Marcus, Phil Glover, Bob MacGregor and Robert Edinger) extend joyous season's greetings, and "thanks to all the operators who made 1962 the greatest year in Rowe's history—a year which threatens to be eclipsed by fiscal 1963, whose first quarter since October is the best in history."

We hear that Joel Kleiman, of Pioneer Sales & Service, in Milwaukee, is presently in the lease signing stage in his quest to open the new K.C. Sales & Service distrib in St. Paul. Site is 1926 University Avenue. Kenny Glenn, widely known coinman in Minnesota, will manage the subsid distrib for Joel.

Seeburg's Stan Jarocki announced last week that 18 new little LP's are available this week at Seeburg distrib all across the nation. That now makes well over 200 very popular LP's (top sellers) for operators to choose from. Best season's greetings at Seeburg to everyone in coinbiz from Delbert Coleman, Bruce Jagor, Jack C. Gordon, Bill Adair, Tom Herrick, Stu Auer, Bob Breither, Ed Cleland, Bob Dunlap and Stanley Jarocki. Bally's Bill O'Donnell, Herb Jones, Ray Moloney and Don Moloney echo our sentiments—a joyous best season's greetings to all.

It's a festive yuletide at Chicago Dynamic Industries, what with the passing of a very successful 1962 and high hopes for a bigger 1963. . . . The United Mfg. gang is certainly going all out to give the firm's employees a happy holiday. Everyone is happy at United thanks to the likes of Herb Oettinger, Bill DeSelm, Roy Kraehmer, Glenn Johnson, et al.

A big Christmas party for the employees was the order of the day, last Friday, Dec. 21, at William Electronic Mfg. Corp. Sam Stern, prexy, was in fine spirits after his realization that Williams sales in '62 were simply phenomenal. Other celebrators were Art Weinand, Dave Howle and Jack Mittel.

"We look forward to another sensational year in 1963," exclaimed Hymie Zorinsky, when we chatted with him and Eddie Zorinsky via long distance telephone t'other day. Hymie echoed the sentiments of everyone else in wishing one and all a very happy holiday season.

The big smiles last week were on the faces of Empire Coin owner Gil Kitt and sales chief Joe Robbins, who are thrilled over the fantastic domestic and export sales they enjoyed through 1962. In answer to the query about '63 Gil said: "We have every reason to expect a big increase—even over 1962."

'Tis the season to be jolly (and very happy) at Atlas Music Co. and everyone there (and that includes Nate Feinstein, Eddie Ginsburg, Harold Schwartz, Irv Ovitz, and Joe Klyken) are enjoying the holiday season. . . . Joe Kline, prexy of First Coin Machine Exchange, joins Sam Kolber, Fred Kline and Nick Nelson in wishing everyone in the coin machine industry all over the world a very Merry Christmas and a Happy New Year. By the way, Nick is our idea of what Santa Claus should look like, and he's as jolly as he looks.

Holiday greetings to all from the gang at Wico Corp. Max and Milt Wiczer, Ed Ruber, Morris Wiczer and Ben Kay. . . . Prexy Joe Schwartz and Mort Levinson, National Coin Machine Exchange, advise happily that '62 was a big export year for the Chicago based firm. They eagerly look forward to a bigger and better domestic and export business boom in 1963.

Sincerest holiday greetings go 'round the world from Pat O'Malley and Bill Fitzgerald, and Harry Creighton, of Automatic Canteen Company of America. Nathaniel Leverone extends his best wishes to one and all. . . . And from the confines of Chicago Dynamic Industries come greetings from Sam Wolberg, Sam Gensburg, Jerry Koci, Mort Seore and Herb Bidekap.

Chet Gore, prexy of Exhibit Supply Co., says Merry Christmas and Happy New Year most sincerely. . . . Johnny Frantz, head of J. F. Frantz Mfg., urges us "to come on in and drink a toast to the New Year with him" (and we will!). . . . There's a good reason for a very happy attitude by Marvel Mfg. prexy Ted Rubey and Estelle Bye, who are watching a great 1962 go out, and a fine outlook for the incoming 1963.

Herb Perkins, Purveyor Distribs, is certain he'll continue in 1963 the excellent sales he enjoyed in '62. So it goes all the way up and down the line—nothing but happy, smiling faces and messages of good cheer all over the world—coupled with high hopes for the New Year, which is just around the corner (not like the so-called prosperity of the depression years). MERRY CHRISTMAS EVERYONE & A HAPPY PROSPEROUS NEW YEAR!

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Export Statistics Appear  
On Pages 4 and 5, Part III

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# VENDING: 1962

## THE YEAR OF THE INDEPENDENT OPERATOR

During 1962 the giant vending operating firms continued the march toward full-line vending on a national scale but by the close of the year the independent operator was still taking 84% of the national volume. Vending was a small business in many ways. Cigarettes, candy and drinks were doing the bulk of the business—about 85% of the volume—and while the expansion plans continued in top level boardrooms, the small independent continued along his own way, aware of the giant but no longer upset by his presence.

About 6000 firms operated vending machines during 1962 and the number dropped and then started to increase slowly at the close of the year. Mergers and other centralized moves dispensed with some companies and molded others into one unit. But the increase was seen coming from two sources: the neophyte who has been hearing about vending, its potential, and its opportunities, and the coin machine operator, the man who probably started it all some thirty odd years ago, but left it for more lucrative fields.

The coin machine operator in America today operates about 500,000 juke boxes and a wide assortment of amusement machines but has recently diversified his holdings for a variety of reasons. The first non-music machine or amusement game to catch his eye was the cigarette vendor, a machine which can vend a necessity, from a vendor which is comparatively low in cost, at a respectable profit, and in many instances from the same locations he was already servicing. The move was made and the coin machine operator now classified himself as a vending operator, although until this past year there has been little evidence that his route included other types of vending equipment.

1962 seemed to be the year in which the cigarettes led to conversation, commissions, costs and eventually candy—another 'dry' product which could be handled easily and again, in many instances placed on locations already furnishing music and cigarettes. The term candy included snacks of course—the salty kind which attracted sales in many of the juke box locations.

And so with the cigarette-candy combination, the operator found himself making additional income, not at the percentages he was accustomed to but an increase just the same (approximately 5.5% before taxes). The added income helped the operator over the commission and loans hurdles and in many cases caused him to look to vending—automatic merchandising—as a field in which the potential was greater than he had suspected.

In this day and age of increased costs and thinner lines of profit, vending loomed as just one way in which an aggressive operator can expand his present business. As 1962 ended, more coin machine operators were in vending, about two-thirds of the juke box distributors were gearing for vending franchises in '63, and at least one more major vending machine manufacturer had decided to market its products in a manner which did not resemble general vending industry structure but was closer to the approach used by the juke box industry.

# CANDY

## NUMBER TWO CHOICE OF THE COIN MACHINE OPERATOR

Vending gross volume for 1962 is expected to reach \$3 billion and candy will probably account for about \$400,000,000 of it. One of the reasons for the increase, aside from population growth and forgetting for a moment the increased number of candy vendors on location, is the fact that candy during 1962 went just about all the way to the ten-cent vend. The only nickel items found on the vendors were the nuts, cookies, crackers and chewing gum.

Having fought an uphill battle for many years to achieve the ten-cent play in music, the juke box operator now in candy learned almost immediately that it is nigh impossible to operate nickel candy and profit. Ten cents is the price, and the increase which has come about gradually has helped push the total volume toward the aforementioned \$400 million mark. With the increased price came a dip in unit sales. This has been expected just as it is expected to rise again.

Of all the juke box operators in the country, the number one choice of machine for intended purchase during 1963 was the cigarette machine. But the operators with cigarettes already on the route marked candy machines as the machine most likely to be added to their route comes the new year.

The reason was logical: Candy as a product has mass appeal. Most juke box locations were a potential for candy—or snacks of a kind—and the operator could wend his way into a location without too much added investment. New locations—the bowling alley, the pizza joint, the so-called 'street' location—all were strong outlets for candy machine and the coin machine operator expanding into vending, with candy as a foremost tool, found that he could obtain new locations for the vendors, and an average gross profit of forty-four per cent. The new first-in first-out machines were a big help to operators. Inventory control techniques have been arrived at which strengthen net profits.

Seeing the need for additional promotion, the suppliers were already in the process of turning out advertising and promotion aids for use in conjunction with the vended sale of candy. Forums and panel discussions resulted in more accurate information available to the operator as to stock, assortment and brand selection.

Manufacturers introduced twelve new candy vendors during 1962—from a pretzel machine to a specialized 'Pez' vendor which will sell the popular pop-out candies to the moppet set

and merchandise the strong selling candy at the same time with a giant color illustration. Potato chip vendors were back in the news as the year ended and popcorn was being given another go-round by the manufacturers. They all interested the coin machine operator.

Outlets for candy vendors kept cropping up as new construction, schools, bowling alleys and highway spots continued to present strong potential. The coin machine operator with an interest in vending acknowledged the candy prospects and it was a sure bet that he would continue in this direction toward diversification.

A large music operator in Jersey, recently entered into the cigarette business, is now pushing candy with an eye toward food machines. At 6:00 AM each morning a fleet of trucks are on the way to cigarette and candy locations. Almost invariably the number of locations have increased before the trucks return. Routemen are paid a commission for new outlets. Five years ago music was the main interest here. Today, vending is stronger than it ever has been. Tomorrow, it could be the leader.



# VENDING REPORT TO THE OPERATOR

## COMBINED AVERAGE PROFIT & LOSS DATA

(as a percentage of total sales)

\$ SALES \$ COSTS \$ PROFITS \$

Sales at retail .....	100.00
Cost of sales .....	53.48
Total operating expenses .....	41.64
<b>OPERATING PROFIT .....</b>	<b>4.88</b>
Other income or charges (net)* .....	.67
<b>PROFIT BEFORE INCOME TAXES .....</b>	<b>5.55</b>

\* Includes sale and lease of equipment, advertising allowances, rental income, etc.

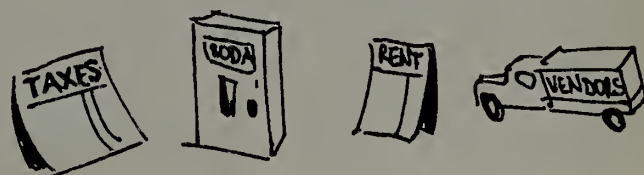
## PRODUCT SALES



	Composition of sales at retail	Average sales per machine
Cigarettes	37.00 %	\$ 1,123
Candy, nuts, gum and biscuits (vended at 5¢ or more)	10.90	514
Cold cup beverages	5.17	1,321
Hot cup beverages	19.38	2,477
Ice cream	1.00	606
Milk	4.17	1,425
Sandwiches, salads, pastry, etc.	4.00	1,380
Hot food (all types)	.95	760
Bottle drinks	.87	1,516
Misc. vended products	.60	322
<b>TOTAL (and averages) for above</b>	<b>84.04 %</b>	<b>\$ 1,091</b>
Sales other than through vending machines	15.96	
<b>TOTAL SALES</b>	<b>100.00 %</b>	

## OPERATING EXPENSES

(as a percentage of sales)

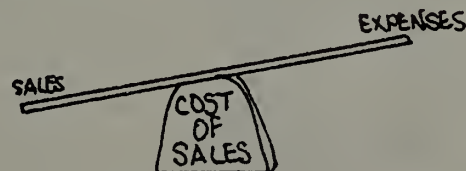


Salaries, commissions to servicemen .....	7.69
Vending machine maintenance-labor costs .....	1.36
All other salaries, wages, etc. ....	7.11
<b>TOTAL PAYROLL .....</b>	<b>16.16</b>
Maintenance cost of vending machines (in addition to 1.36 above) .....	.83
Location rental payments (commissions) .....	7.94
Depreciation or rental for vending machines .....	4.40
Other depreciation (except buildings) .....	.91
Truck and automobile expense .....	1.11
Taxes** .....	1.76
Insurance, all types .....	.65
Building and garage rental or expense .....	1.18
All other expenses .....	6.70
<b>TOTAL OPERATING EXPENSES .....</b>	<b>41.64</b>

\*\* Includes payroll, property and sales taxes, etc., but not federal-state income taxes.

## PROFIT ANALYSIS

(based on sales volume categories)



	Reported sales of \$249,999 or less	\$250,000 to \$749,999	\$750,000 or more
Sales at retail .....	100.00	100.00	100.00
Cost of sales .....	54.36	61.77	52.35
Total operating expenses .....	43.66	36.39	42.30
<b>OPERATING PROFIT .....</b>	<b>1.98</b>	<b>1.84</b>	<b>5.35</b>
Other income or charges (net)** .....	.86	.76	.66
<b>PROFIT BEFORE INCOME TAXES</b>	<b>2.84</b>	<b>2.60</b>	<b>6.01</b>

\*\* Includes sale and lease of equipment, advertising allowances, rental income, etc.

The annual Operating Ratio Study of the vending industry is sponsored by the National Automatic Merchandising Association and compiled by Price Waterhouse & Co.

Based on reports filed directly with Price Waterhouse & Co. by operating companies, the Study gives an accurate national standard of vending operators' costs and profits.

Complete results are available only to members of NAMA.



# CIGARETTES

## PAVE THE WAY FOR THE MUSIC OPERATOR

Tobacco has paved the way for entry by the coin machine operator into the vending business—or what is actually the start of his expansion into the automatic merchandising business. The cigarette operation is no longer limited to the specialist. Competition from many corners has been felt, and among the new entrants are the music operators who are diversifying.

Cigarettes are attractive for many reasons. The cost of equipment is not high. The product itself is a dry one. Inventory control can be affected. Promotional allowances from the five remaining cigarette manufacturers are still worthy of being considered an important part of income (see allowances listed below) and the number of new locations coming into being warrants a serious study of this market. The machines continue to offer new merchandising methods designed to increase profits. The sale of non-cigarette products (cigarette lighters) and the 50¢ changemaker

are two radical innovations, both of which have enjoyed success.

The cigarette scare, as it has come to be known, is presently on the lips of industry leaders around the world. It has undoubtedly become the prime topic of discussion in tobacco and vending circles, and for very good reason: cigarettes represent almost one-half of the total annual vending volume, regardless of appearance on the market of hot food and new methods of distribution. Because of the evidence available which is designed to show that cigarettes cause lung cancer—evidence which is inconclusive—the battle to ban cigarettes whether from a location standpoint or a merchandising control, will rage for a long time to come. The vending industry—as expected—turned its back on a planned discussion of this all-important problem last October in San Francisco. As a result, NAMA's President Lou Risman, has called for an industry-wide program designed to alert the operator to the possible

measures which may eventually be taken through legislative action. Great Britain—a case in point—has suffered under new laws which prohibit the sale of cigarettes through vendors and additional legislation which has curtailed the advertising and promotion of tobacco. NAMA is expected to handle this new problem in its usual efficient manner.

But the attraction of cigarettes as an additional means of regular income, preferably from the same locations housing music and in some instance amusement machines, continues. It represents a path to diversification that is not yet readily available via the food and coffee route. This will eventually come, according to operators who should know. But the eventual influx of coin machine operators into vending will be made across a bridge that is built on cigarettes, strengthened by candy, and bound by a desire to round out present operations in order to broaden the base and open up newer avenues of income during the coming years.

## CURRENT CIGARETTE PROMOTION ALLOWANCES:

### AMERICAN TOBACCO COMPANY

150 East 42nd Street, New York

\$3.60 per machine per year  
1 column Dual Filter Tareyton

### BROWN & WILLIAMSON

1600 W. Hill St., Louisville, Ky.

\$4.00 per machine per year  
1 column each of Viceroy, Kool Filter (total 2 columns)  
\$5.00 per machine per year  
1 column each of Viceroy, Kool Filter, Raleigh Filter (total 3 columns)  
\$5.00 per machine per year  
Viceroy, Kool Filter, Belair Filter (total 3 columns)  
\$6.00 per machine per year  
Viceroy, Kool Filter, Raleigh Filter, Belair Filter (total of 4 columns)

### LIGGETT & MYERS

630 Fifth Ave., N.Y.C.

(allowance effective January 1, 1963)  
Machines with 19 or less columns:  
Maintain L&M King in 1 column

(a) \$4 per machine per year  
Chesterfield Regular or Chesterfield King (1 col.)

(b) \$2 per machine per year  
(a) plus:  
1 col. of other size Chesterfield

(c) \$1 per machine per year  
(a) plus (b) plus:  
1 box of L&M

Machines with 20 columns or more:  
Maintain L&M King in 1 column

(a) \$3 per machine per year  
1 col. Chesterfield Regular or Chesterfield King

(b) \$2 per machine per year  
above (a) plus:  
1 col. of other size Chesterfield

(c) \$1 per machine per year  
above (a) and (b) plus:  
1 col. L&M box

### P. LORILLARD

200 East 42nd St., N.Y.C.

Based on machine annual volume of all brands. (Minimum \$500 annually)

\$2.50 per machine per year  
1 column of Kent and Newport each  
Machines with annual gross of \$500-\$1000

\$3.00 per machine per year  
1 column Kent and Newport each  
Machines with annual gross of \$1000-\$1500

\$4.00 per machine per year  
1 column Kent and Newport each  
Machines with annual gross over \$1500

\$3.00 per machine per year  
1 column Kent, Newport and Old Gold Filter  
Machines with annual gross of \$500-\$1000

\$4.50 per machine per year  
1 column Kent, Newport and Old Gold Filter  
Machines with annual gross of \$1000-\$1500

\$6.00 per machine per year  
1 column Kent, Newport and Old Gold Filter  
Machines with annual gross over \$1500

### PHILIP MORRIS

100 Park Avenue, N.Y.C.

Maintain Marlboro in 1 column  
\$2.50 per machine per year  
Philip Morris King Size (1 col.) or Parliament or Alpine



## Cash Box

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

### Canteen Holds Annual Sales Meet

CHICAGO—A new awards program honoring top salesmen of Canteen distributors, branches and food operations, was unveiled during Automatic Canteen Co. of America's 1962 sales convention here last week.

Some 550 Canteen branch and distributor personnel attended the two-day event which was staged at McCormick Place. Covering all aspects of sales and marketing, under the theme "The Magic of Dynamic Vending," the program opened with a welcome from Nathaniel Leverone, Founder-Chairman, and concluded with an address, "People Make An Organization," by Patrick L. O'Malley, President and Chief Executive Officer.

One highlight of the convention was a "top volume" awards program disclosed at a banquet attended by Canteen personnel and their wives in the Walnut Room of the Bismarck Hotel.

Recipients of sterling silver tea services as winners of the new "Top Volume Awards for Outstanding Accomplishment in Sales," were:

John T. Collins, New York Automatic Canteen Corp., winner in the distributor category; Robert J. Kief, Los Angeles Branch, winner of the branch award; and Tom Holahan, Food Services Director, North American Operation, winner in the food services category.

Runners up, who received beautiful silver punch bowl sets, were:

S. S. Arrighi, Canteen Service Co. of Baton Rouge; co-winners Ralph J. Boid and Ben F. Mann, of Canteen Service Co. of Carolina, Inc.; Maurice Cable, Food Operations—Central Re-

### Shaffer Holds Bally Coffee School

COLUMBUS—Shaffer Music Company, distributor of Seeburg Phonographs and Seeburg Vending Equipment for the state of Ohio and Eastern Kentucky, has completed a series of service schools for operators, servicemen and route men.

Approximately 175 persons attended the schools held in the Shaffer Music Company offices in Columbus, Cincinnati, and Cleveland. Topic of the classes was the Bally Coffee Vendor, according to Ed Shaffer, President.

In charge of the programs was Emmett Engel, Seeburg Sales Engineer, assisted by Mike Whitbeck, Service Manager, Columbus; Gordon Winfield, Service Manager, Cincinnati; and Clarence Sorber, Service Manager at Cleveland.

"We feel these schools are successful in helping our operator-customers and their service personnel. We will probably conduct them on the other equipment we distribute," said Mr. Shaffer. Home offices of the company are at 849 North High Street, Columbus, Ohio.

gion; Dewey A. Estey, Portland, Ore. Branch; Sam Hood, Food Services—North Central Region; Harold F. Napier, Automatic Canteen Co. of Terre Haute, Inc.; Thomas V. Reid, Automatic Canteen Co. of Burlington, Va.; Chester A. Smoke, Tiffin, Ohio Branch; H. E. Sponseller, Canteen of Dixie, Inc., Greenville, S.C.; and Andrew Young, Manchester, N.H. Branch.

## 5 REASONS WHY YOU SHOULD BE A GIEPEN DISTRIBUTOR:

1. NO SERVICE—The Giepen Machines are 100% Guaranteed—tested and proven for two years.
2. LOW SELLING PRICE—Operators pay only \$345 for a coffee vender that looks like a large fresh-brew machine costing \$1500. You have a good margin of profit and yet operators can afford your new machine.
3. REPEAT BUSINESS—The steady sale of vending supplies—name brand products like Maxwell House Coffee and Soups, Johnson Chocolate, Romanoff Soups—is steady income, yet there's no spoilage, no sanitation problems, no inventory losses. Everything is instant.
4. BIG PROFIT POTENTIAL FOR OPERATORS—Operators can now do business with the "poor" locations because the small traffic areas pay big profits. No big investment, no maintenance cost, no high priced servicemen. It's like operating cigarettes, but more profitable.
5. VERSATILE—The Giepen machine is adaptable to coffee, hot chocolate, soup, tea, the new Cinch Instant-Shine—schools, offices, wherever people congregate are good locations.

### MODEL G.A. "400"

- 6-columns — 65-70 packages to each column — holds a variety of 400 pks.
- positive push-pull dispensing mechanism
- trouble-free 4-column cup dispenser, no shifting
- overall dimensions—69"x26"x16"



### MODEL U-MIX "100"

- 3-columns — 30-38 pks. — each col. holds up to 114 pks.

Talk about new locations!

Here's what MOBIL OIL COMPANY says about Giepen and its profit potential for service stations:

"... contact each of the training instructors at the following five (5) Mobil Service Stations and arrange for placement of your machines. ... We think the results of this program will prove most beneficial to our Mobil Dealer Organization. ..." (Above letter to Giepen offices available on request)

Call ALgonquin 4-4040 • Ask for Frank LeBlanc

### ATTENTION IMPORTERS!

Write Bob Jones for list of equipment, en route to, or on hand in our Antwerp warehouses!

### USED COIN MACHINES 12 Late Model E2 Vendors Take Best Offer!

MUSIC	GAMES-ARCADE
Seeburg 201 ... \$575	Williams Official Baseball ... 275
Seeburg VL200 ... 220	Bally Heavy Hitter ... 145
Seeburg HV200 (Hideaway) ... 195	ChiCoin Champion Bowler ... 445
Roek-Ola 1485 ... 560	United Atlas ... 100
Roek-Ola 1458 ... 295	Keeney Roll-A-Line ... BEST OFFER
Roek-Ola 1455 ... 225	All-Tech Fire Engine (New) 525
AMI JAI200E ... 365	All-Tech Chuck Wagon (New) 525
AMI G120 ... 195	Toonerville Trolley ... 295
Wurlitzer 2100 ... 295	Bally Champion Horse ... 345
Wurlitzer 2150 ... 275	Southland Space Ship (New) BEST OFFER
Wurlitzer 2017 (Hideaway) ... 195	
	Will trade for Gottlieb & Williams 1957 and Later

Call Bob Jones—ALgonquin 4-4040

## REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton, Mass.

NEW ENGLAND'S LEADING DISTRIBUTOR  
Music - Vending - Games - Alleys - Seeburg - Bally - Chi Coin - Keeney

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS

## NOW you can add that "extra" location!

Pick up a modern coffee vendor ... complete and working ...

at a realistic price:

- 9 Rudd-Melikian Brew-A-Cup model 300 powdered
- 2 Rudd-Melikian Brew-A-Cup model 500 powdered

Your choice:

**\$500** each

contact Robert Romig at Davis-Syracuse and get 'em while they last!

all less than 18 months old—  
all off-location now and ready for shipment

Terms: 1/3 Deposit Required

WORLD EXPORT

WESTERN EXPORT DISTRIBUTING

Corp.

Exclusive Seeburg Distributors

HOLLAND-BELGIE-EUROPE  
276 AVENUE LOUISE  
BRUSSELS, BELGIUM

738 EAST ERIE BOULEVARD  
SYRACUSE 3, NEW YORK  
PHONE GRonite 5-1631  
AREA CODE 315

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Special Committee Will Alert Cig Ops To Details Of Controversy NAMA Sets "Operation Alert" To Inform Members and Non-Members; Rap Complacency

CHICAGO—A far reaching program to alert all cigarette vending operators to the growing controversy over the alleged harmful effects of smoking will be launched by the National Automatic Merchandising Association in January 1963, according to Louis J. Risman, president-elect of the association.

Risman said that the association will present the full details and implications of the controversy as they affect vending direct to individual operators in "OPERATION ALERT" meetings throughout the country.

"Our decision to act is based on several months' study by a special blue-ribbon committee which the NAMA

Board of Directors appointed last June," Risman said.

"Our Special Committee has watched with growing concern as publicity and public actions have mounted in the past few weeks. The lack of participation at a specially scheduled panel discussion at the recent NAMA Convention is one indication that

NAMA must act quickly to inform the cigarette vendor of this vital issue," Risman pointed out.

Risman added that the NAMA staff is now making plans to schedule meetings in all parts of the country where detailed information will be furnished to cigarette vending operators.

"This is another case where NAMA wants to reach all operators, whether they are members of NAMA or not," he said. "The potential problems will affect everyone in cigarette vending, members and non-members alike."

Risman, who is chairman of the NAMA Special Committee dealing with the problem, made the announcement after the Committee met in Chicago on December 4.

He said detailed plans of "OPERATION ALERT" will be announced in the coming weeks.



# You're never too far away to be far from a Seeburg distributor

When you need equipment, parts, or service, he can get it to you fast. Seeburg alone offers you the benefits of an independent distributor network all across North America. It costs you nothing extra. It saves you money. It is one reason Seeburg is the operator's line of top-profit venders.



The top-profit line of venders serving the independent operator locally, regionally, nationally.

## Geiger Terms Hot Beverage Safety Campaign A Success

Film Was Viewed By More Than 3000

CHICAGO — The industrywide NAMA education program regarding safety practices with hot beverage machine water heaters was termed a success by Herb A. Geiger, president of the association and national chairman of the program.

Geiger pointed out that inquiries and materials orders had been received from more than 750 vending companies as a follow-up to some 65 safety meetings which were attended by more than 3,200 persons. More than 1,000 vending operating companies were represented at these NAMA-conducted meetings in all parts of the country last summer and fall, Geiger said.

"One measure of our success is that in addition to the more than 3,200 individuals who viewed the safety film at our meetings, some 230 companies purchased their own film sets and nearly 100 others secured loan copies," Geiger said.

"NAMA recognized this potential problem and put its resources and members to work to alert the entire industry," the association president said. "We will continue to remind operators in the future so that all will maintain the necessary safety standards and training sessions."

## Dynamic Earns 41¢ Share

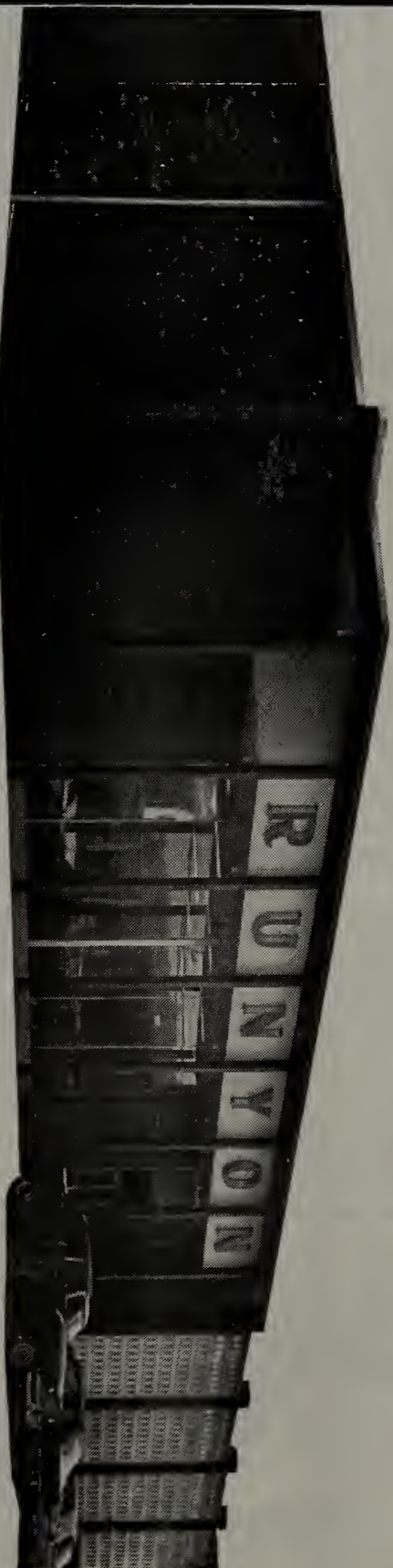
NEW YORK—Dynamic Vending Corporation, international distributor of coin-operated equipment, reported sales of \$1,340,780 and earnings of \$115,683 or 41 cents per share, on 278,000 shares of common stock outstanding, for the six months ended September 30, 1962.

Walter W. Bechhofer, President, said these figures compared to sales of \$801,018 and earnings of \$43,735 or 15 cents per share for the same period during 1961. The 1961 results, he noted, are adjusted for a 100 per cent stock dividend paid during August, 1962.

He called attention to the formation of a new Austrian subsidiary, which is the exclusive distributor for the Norge and Borg-Warner coin-operated dry cleaning and laundry equipment lines in Austria and Luxembourg.



# THE WORLD'S MOST MODERN PLANT



## OFFERING THE FINEST RUNYON SERVICE FROM THE COIN MACHINE HOUSE THAT QUALITY BUILT!

**RUNYON** has served its customers for more than 25 years with quality coin machines of all types. Approximately 200 employees service thousands of **RUNYON** accounts who have helped us build this fine reputation. **RUNYON** distributes the top factory lines throughout **NEW YORK, NEW JERSEY** and **CONNECTICUT**.

### **RUNYON QUALITY**

**RUNYON'S** policy has always been quality at a competitive price. Here are some of the factory lines **RUNYON** distributes:

**AML**—The only three-in-one phonograph that fits all locations!

**ROWE**—The Aristocrat of cigarette machines!

**BALLY**—From shuffles, kiddie rides, to arcade equipment, the best machines available!

**IRVING KAYE CO.**—The elite of pool tables with cabinets to match!

**WILLIAMS**—From pingames to arcade, the operator's choice every time!

**AMERICAN SHUFFLEBOARD**—The official shuffleboard for long-lasting tournament play!

**KEENEY**—Always a money-making machine ready for your top locations!

**MIDWAY**—Guns and games—all money-makers!

**ALL-TECH**—One dozen kiddie rides—each a winner!

**TECHNO-VENDING**—Auto-test, kiddie rides, car washers!

### **RUNYON USED EQUIPMENT**

**RUNYON** has a complete variety of all types of equipment which can always be purchased as-is, refinished, factory reconditioned, any way you like it—**PHONOGRAPHS, GAMES, VENDORS, ARCADE, SHUFFLES, BOWLERS, PINS, NOVELTY, GUNS, CIGARETTE MACHINES**—**RUNYON** has a warehouse full of machines for location immediately!

### **RUNYON SERVICE**

Service and Quality go hand in hand at **RUNYON**. **RUNYON** conducts an average of six service schools each month for operators and servicemen. You get the most from a **RUNYON MACHINE** in more ways than one!

### **VISIT RUNYON**

A visit to any of **RUNYON'S** plants will convince you of our reputation. A purchase will bring you back for repeat business as it has for the thousands of customers who bought from **RUNYON** since that first day in 1938, twenty-five satisfying years ago!

EXPORT is the **SPECIALTY** of **RUNYON INTERNATIONAL**  
Cable Us Today For Complete Inventory List

### **RUNYON INTERNATIONAL, INC.**

**RUNYON INTERNATIONAL SERVES MORE THAN 60 COUNTRIES AROUND THE GLOBE WITH MACHINES BEARING THE RUNYON SEAL OF QUALITY! OUR EXPORT DIVISION HAS ASSUMED LEADERSHIP IN ITS FIELD!**

## **RUNYON**

**SALES COMPANY, INC.**  
**INTERNATIONAL, INC.**

U.S. Route 22, Fadam Road, Springfield, New Jersey • Tel. DRexel 6-8720  
306 Tolland St., East Hartford, Connecticut • Butler 9-4303

593 Tenth Avenue, New York, N. Y. • Longacre 4-1880

# RUNYON



NOW! DYNAMIC ANIMATION IN A SINGLE PLAYER GAME

# Gottlieb's RACK-a-BALL



**BALLS ROLL UP ON RACK IN LIGHT BOX!**

Scoring any lit rollover rolls multi-colored balls up on rack in light box.

Specials scored for racking up 9 balls.

- Additional specials scored for racking up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

**SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!**

*D. Gottlieb & Co.*

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

*It's Always Profitable to Operate Gottlieb Games!*

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME

## SEASON'S GREETINGS

### Season's Greetings

to Our Many Friends, Everywhere

#### VENDING

ROWE L-1000, 4 Flavor .....	\$595
ROWE RV-750 (Fresh Brew) .....	500
ROWE CANDY, 11-Col. (Mod. 77) ..	225
DUGRENIER K-14 Cig. (Man.) .....	150
SEEBURG E-2 Cig. ....	215
CORSAIR (30-Col.) Cig. ....	175
VENDO ICE CREAM (Post Select) ...	445

#### GAMES

Gottlieb CLOWN .....	\$275
Gottlieb MADEMOISELLE, 2/p. .	225
Gottlieb FLIPPER FAIR .....	225
Gottlieb OKLAHOMA, 4/p. ....	400
Exhibit BIG BRONCO .....	225
Midway SHOOTING GALLERY ...	245

#### MUSIC

A.M.I. CONTINENTAL 2-100 (50c) .	\$725
A.M.I. CONTINENTAL 1-200 (50c) ..	625
A.M.I. I-200M (50c) .....	395
A.M.I. F-120 .....	175
ROCK-OLA 1448 .....	265
ROCK-OLA 1455 .....	275
SEEBURG Q160-5H (50c) .....	745
UNITED UPA-100 .....	175
WURLITZER 2400 (Stereo) 50c ....	595

#### WANT TO BUY

<b>AMI</b>	<b>SEEBURG</b>
Model I-200	2015H
Model K-200	2225H
Continental 2-200	AY1605H

Distributors for  
**AMI - ROWE  
BALLY**

**ATLAS MUSIC COMPANY**

BRANCH OF ROWE-AC SERVICES DIVISION

DES MOINES, IOWA  
1120 Walnut St.  
Ph: 283-2393

CHICAGO 47, ILL.  
2118 N. Western Ave.,  
ARmitage 6-5005

### Cine-Sonic Offers Ops Background Music Deal

NEW YORK—Cine-Sonic Sound Corporation has announced a "partnership deal" for operators interested in earning income from a background music route without performing the service which is usually a part of the transaction.

Iz Edelman, President of Cine-Sonic, will accept all locations signed by operators and then service them for the operator for 60% of the monthly fee paid by the location. The royalty costs will be paid by Cine-Sonic. Equipment can either be leased or sold to the location by the operator or directly by Edelman. "I am interested in selling or leasing my background music unit, and in the income to be derived from periodic changes of tapes. If an operator wishes only to make a profit without any responsibility after signing a location, I will perform the service for him. If he wishes to service the location I will supply the tapes at a special rate to the operator as always," said the coin machine veteran.

Initial agreement by a location calls for one tape repeater which plays for up to two hours, and five tape cartridges. Thereafter, the tapes are

### Mitnick To Distribute Slate Tops, Machines

ROME, ITALY—Jack Mitnick, former coin machine manufacturers' representative, has re-entered the business on the distributor level and is expected to return from Italy during the first week in January in order to distribute pool table supplies including slate tops, cue sticks, cloth and balls. He will also form a corporation with offices in NYC for the purpose of wholesaling music and amusement machines.

Mitnick advised Cash Box that he had completed negotiations with suppliers here and expected deliveries to commence after January 1.

changed each month. Usually this is handled through the mail at the same time the billing is processed.

Edelman's library of taped music is extensive and, according to the manufacturer, totals approximately three thousand selections. Cine-Sonic produces special tapes featuring music as requested by locations. The firm has a duplicating studio in NYC where much of the recording is done.

Edelman introduced a tape juke box featuring four to six cartridges at the MOA Convention, along with an AM-FM tape player.



# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

## MUSIC MACHINES

### AMI

D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 60 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
1200E, '58, 200 Sel.  
J200K, '59, 200 Sel.  
J200M, '59, 200 Sel.  
J-120, '59, 120 Sel.  
K200, '60, 200 Sel.  
K120, '60, 120 Sel.  
Continental, '60, 200 Sel.  
Lyric, '60, 100 Sel.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 100 Sel.

### ROCK-OLA

1436, '52, Firehall, 120 Sel.  
1436A, '53, Firehall, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regis  
1488, '61, 120 Sel. Regis  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess

### SEEBURG

M100A, 51, 100 Sel.  
M100B, 51, 100 Sel.  
M100BL, 51, 100 Sel.  
Light Cab  
M100C, '52, 100 Sel.  
HF100C, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 100 Sel.  
Q-160, '60, 160 Sel.  
Q-100, '60, 100 Sel.  
AY160S, '61, 160 Sel.  
AY100S, '61, 100 Sel.

### WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM  
1400, '51, 48 Sel., 45 or 78 RPM  
1450, '51, 48 Sel., 45 or 78 RPM  
1500, '52, 104 Sel., 45 & 78 Intermix  
1500 A, '53, 104 Sel., 45 & 78 Intermix  
1600, '53, 48 Sel., 45 & 78 Intermix  
1650, '53, 38 Sel.  
1650A, '54, 48 Sel.  
1700, '54, 104 Sel.  
1800, '55, 104 Sel.  
1900, '56, 200 Sel.  
2000, '56, 200 Sel.  
2100, '57, 200 Sel.  
2104, '57, 104 Sel.  
2150, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2300, '59, 200 Sel.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2500, '61, 200 Sel.  
2504, '61, 104 Sel.  
2510, '61, 100 Sel.

## PINGAMES

### BALLY

Acapulco (5/61)  
Barrel-O-Fun (9/60)  
Barrel-O-Fun '61 (4/61)  
Barrel-O-Fun '62 (11/61)  
Ballerina (6/59)  
Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Broadway (12/55)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Golden Gate (6/62)  
Key West (12/56)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Lotta-Fun (9/59)  
Miami Beach (9/54)  
Miss America (2/58)  
Night Club (4/56)  
Parade (6/56)  
Queens (Bch., Is., Trop.) (3/60)  
Roller Derby (6/60)  
Sea Island (2/59)  
Shoot-A-Line (6/62)  
Show Time (3/57)  
Sun Valley (7/57)  
Target Roll (1/58)  
Touchdown (11/60)  
U.S.A. (8/58)

### GOTTlieb

Around Wld. 2P (7/59)  
Atlas 2P (5/59)  
Brite Star 2P (4/58)  
Captain Kidd 2P (7/60)  
Contest 4P (10/58)  
Contl. Cafe 2P (7/57)  
Cover Girl 1-Plyr (7/62)  
Criss Cross 1P (3/58)  
Dneg. Dolls 1P (6/60)  
Dhl. Action 2P (1/59)  
Fair Lady (12/56)  
Falstaff 4P (11/57)  
Fashion Show 2P (6/62)  
Flagship (1/57)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1-P (10/62)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Foto Finish 1P (1/61)  
Gondolier 2P (8/58)  
Hi-Diver 1P (4/59)  
Kewpie Doll 1P (10/60)  
Liberty Belle 4P (3/62)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Mademoiselle 2P (11/59)  
Majestic (4/57)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)  
Miss Annabelle 1P (8/59)  
Oklahoma 4P (2/61)  
Olympics 1-P (9/62)  
Picnic 2P (10/58)  
Preview 2-P (8/62)  
Qun. of Diam. (6/59)  
Race Time 2P (3/59)  
Rocket Ship 1P (5/58)  
Roto Pool 1P (7/58)  
Royal Flush (5/57)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Silver 1P (10/57)  
Sittin' Pretty 1P (11/58)  
Spot-A-Card 1P (3/60)  
Str. Flusb 1P (12/57)  
Straight Shooter (2/59)  
Sunset 2-player (11/62)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Sioux 4P (9/59)  
Texas 4P (4/60)  
Tropic Isle 1P (5/62)  
Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
Wld. Beauties 1P (2/60)  
World Champ 1P (8/57)

### KEENEY

Flash Back  
Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda  
WILLIAMS  
Casino 1P (10/58)

## PINGAMES

Club House 1P (10/59)  
Coquette (4/62)  
Crossword 1P (4/59)  
Darts 1P (6/60)  
Fiesta 2P (12/59)  
Four Star 1P (7/58)  
Gay Paree (6/57)  
Gldn. Bells 1P (9/59)  
Gldn. Gloves 1P (1/60)  
Gusher 1P (9/58)  
Jig Saw 1P (12/57)  
Jungle 1P (9/60)  
Kingpin (9/62)  
Kings 1P (8/57)  
Music Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Reno 1P (10/59)  
Rocket 1P (11/59)  
Satellite 1P (7/58)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Steeplechase 1P (11/57)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic-Tac-Toe 1P (1/59)  
Top Hat (10/58)  
Trade Winds 3-5 Bl. (6/62)  
Turf Champ (8/58)  
Twenty-One 1P (2/60)  
Valient 2P (8/62)  
Vagahond (10/62)  
Viking 2P (10/61)  
Black Jack 1P (1/60)

## SHUFFLES and BOWLERS

### BALLY

ABC Bowler (7/55)  
Congress (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/55)  
ABC Spr. Del. Bowler (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (3/60)  
Jumbo Deluxe (9/60)

### Ball Bowlers

ABC Bowl. Lane (1/57)  
ABC Tournament Bowler (6/57)  
ABC Champion Bowler (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Challenger (9/59)  
Super Shuffle (12/61)

### CHICAGO COIN

Triple Strike (2/55)  
Arrow (2/55)  
Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
Rebound Shuffle (12/58)  
Cbampionship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Bowl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)

### Ball Bowlers

Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic Bowling Lg. (7/57)  
TV Bowling Lg. (11/57)  
Luck Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)  
Gold Crown (3/62)

## SHUFFLES and BOWLERS

### UNITED

### Shuffles

Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
DeLuxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling Alley (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Atlas (8/58)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Sbuffle Baseball (6/62)  
Action (7/62)  
Emhassy (9/62)  
Lancer (11/62)

### Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (9/57)  
Royal Bowler (12/57)  
Pixie Bowler (8/58)  
Duplex (11/58)  
Simplex (5/59)  
Advance (5/59)  
League (10/59)  
Handicap (11/59)  
Teammate (12/59)  
Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo  
5-Star Bowling (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic Bowler (9/62)  
Lucky (11/62)

### WILLIAMS

### Ball Bowlers

Roll-A-Ball (12/56)  
6 Player

## UPRIGHTS

AB Circus (5/56)  
AB County Fair (3/57)  
AB Circus Wagon Wheels (12/58)  
AB Galloping Dominos  
AB Circus Play Ball (4/59)  
AB Magic Mirror  
Horoscope (11/59)  
AB Mermaid (3/60)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skeet Shoot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Spr. Wild Cat  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat  
Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
K Big Tent  
K Spr. Big Tent (6/57)  
K Shawnee (1/59)  
K Big Roundup (3/59)  
K Little Buckeroo (4/59)  
K Del. Big Tent (5/59)  
K Big 3 (5/59)  
K Touchdown (9/59)  
K Big Dipper (10/59)  
K Twin Big Tent  
K Twin Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (5/60)  
K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuff. Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat. Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del. Skill Parade (4/59)  
Capitol Midget Movies  
CC Bullseye Basehall  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee  
Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Shtg. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ge Lucky Seven  
Ge Sky Gunner  
Ge Night Fighter  
Ge 2-Player Basketball  
Ge Rifle Gal. (6/54)  
Ge Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ge Gun Club  
Ge Wild West Gun (2/55)  
Ge Sky Rocket Rifle Gallery (5/55)  
Ge Champsbip Baseball (9/55)  
Ge Quarterback (10/55)  
Ge Hi Fly Baseball (5/56)  
Ge State Fair Rifle Gal. (6/56)  
Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motorama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Fun Fair (3/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/55)  
DeLuxe model (3/55)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Basooka (10/60)  
Midway Shooting Gallery (2/60)

## ARCADE

Del. Model (5/61)  
Midway Del. Baseball (5/62)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Munves Squoits (11/57)  
Muto Voice-O-Graph  
Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Shot Basketball  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Basehall (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
UN Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Peppy Clown (12/56)  
Wm. 1957 Basehall  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vangard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Extra Inning (5/62)  
World Series (5/62)  
Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Official Basehall (4/60)

## KIDDIE RIDES

Bally Champion Horse  
Bally Moon Ride  
Pony Twins  
Bally Space Ship  
Bally Speed Boat  
Bally Tnrvt. Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirly Bird (3/61)  
B.L. Moon Rocket (3/61)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomina Horse  
Capitol See Saw  
Chicago Coin Super Jet  
Cbicago Round The World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncho  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer



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**Classified Ads Close WEDNESDAY**

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

**WANT**

WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

WANT—Seeburg phonographs M100B and C-V200—KD 200. Also cigarette vendors. THE GENERAL AUTOMATIC S.C. 60, RUE VAN SCHOOR, BRUSSELS 3, BELGIUM—CABLE ADDRESS JEUMATE—BRUSSELS.

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay highest prices and the freight. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games. Gottlieb Pins 1957 up. Lotta-Funa. Wire, Write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARRINER, KNICKERBOCKER MUSIC CO., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. Greenleaf 6-7778).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 1725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—Exhibit's IOU, Selectem and Horse-shoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers. Late model Gottlieb Pin Games: 5¢ & 10¢ Counter Games. Write stating quantity, condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. Melrose 1-9550).

WANT—Gottlieb used 1, 2 & 4 players, as is, complete, 1959 and up. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—Used 45 RPM Records. Right off the route. All types, no sorting or picking. No quantity too large or small. Highest prices paid. KING SALES, 129 FRANCIS ST., EVERETT, MASS. (Tel. DU 7-4140).

WANT—Cut-out Singles, 12" Long Play, and Kiddie Records, we will purchase your entire cut-out or overproduction inventory on a contractual basis. Ben Jacobs—Dan Wancio. NATIONAL BAG-O-TUNES INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skee Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS, BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

WANT—Want Mechanics (several) for coin-operated machines—Experience on AMI, Rock-Ola, Wurlitzer and Seeburg Phonos. Also several games mechanics. Full time—permanent position. Plenty of room for advancement. Fringe benefits. Only thoroughly experienced men considered. Apply in person or phone collect to Mr. HANS VANDEN-DOP, RUNYON SALES COMPANY, U.S. HIGHWAY 22 & FADEM RD. SPRINGFIELD, N.J. (Tel. DR 6-8720).

WANT—Are regular buyers late bingos, Gottlieb 2-4 players, Seeburg B-C V-200, Bowlings, unshopped, complete, working, packed original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR, 23, ANTWERP, BELGIUM (Tel. 33.81.33).

WANT—used 45 rpm records. All types, as they run right off the route. No sorting or picking. We pay highest prices and the freight. Standing order available for regular shippers. J & D SALES, 1 VIDETTA ST., W. PEABODY, MASS. (Tel. JE 2-0737).

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHN DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

WANT—Juke Box Operators For a steady year round outlet for your used records Manufacturers' For your overruns and surplus LP's & 45s. Call or write, EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

WANT—Your used or surplus records all speeds. We buy all year 'round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. UNION 1-7500, Jackson 1-5121).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—FOR Resale: Seeburg and Wurlitzer Phonographs, Games, Cigarette Machines. Send list, condition, prices. HASTINGS DISTRIBUTING CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISCONSIN.

WANT—Un. Triple-Plays FOR SALE—5-ball Nov. games, bingo games, golf champs, Bowlers—all sizes, makes, & models. Big or small balls. NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. (Tel. MA 1-5438).

WANT—New or Used records not over 8 months old. We pay 15¢ to 18¢ and can use 150 of a no. MELODY RECORDS, 849 DUNDEE AVE., BARRINGTON, ILL. (Tel. 381-6858).

WANT—Bally or United Bingo Backglasses, New or Used from Beach Club to Acapulco.—ATLAS DIST. 1024 COMMONWEALTH AVENUE, BOSTON 15, MASS.

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

WANT—5 H.F.C. V 2-8 Speakers—TOLEDO COIN MACHINE EX., 814-816 SUMMIT ST., TOLEDO 4, OHIO. (Tel. CH 3-7191).

WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment. Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

WANT—Mechanic, Full-Time, Experienced only, Salary Open. AUTOMATIC SELLING ASSOCIATES, INC., ISLAND PARK, N.Y. (516-GE 1-3321).

WANT—Beach Clubs, Beach Beautys, Gay Times, Big Times, any other Bingos complete and in working order. Crates or uncrated for cash. DAN CONNY, 1026 BUFFALO AVE., NIAGARA FALLS, N.Y. (Tel. BU 5-5582).

WANT—Bally-United-Chi Coin—Big Ball Bowlers—Gottlieb and Williams Pins 1957 and Up. Pay highest cash \$ or will accept in trade for Shuffles, Music, Vending, Kiddie Rides, Arcades, Etc. Call Bob Jones. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON, MASS. (Tel. ALgonquin 4-4040).

WANT—Close out over-run return hit 45 RPM records. Contact immediately for quick transaction. BILL ISAACS, ISLAND RECORD SERVICE, 79-16, 256 ST., FLORAL PARK, N.Y. (Tel. FI 7-1575 or FI 7-2607).

WANT—Buy larger quantities of Seeburg V-200-KD200- and all other models of Seeburg Music. Also all Wurl. models. Please send complete list of your inventory with prices. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND, OHIO. (Tel TO 1-6715).

**FOR SALE**

FOR SALE—Telescopes, vends views over \$100 a week, and no merchandise to buy. Price \$695 and up, includes base and stand, write. ANDERSON VENDING & MANUFACTURING CO., 3225 S.W. 78th AVENUE, PORTLAND, ORE. (Tel. CA 2-1327—BE 6-7422)

FOR SALE—Bally Can-Can \$745; Bikini \$625; Circus Queen \$550; Roller Derby \$450; County Fair \$450; Ballerina \$340; Sea Island \$320; Cleaned and shopped; Call NASTASI DISTRIBUTING CO., 912 POYDRAS ST., NEW ORLEANS, LA. (523-6386) FOR QUICK SERVICE.

FOR SALE—2—like new—Watling Horoscope Scales @ \$150, each; 5—Stands Holds 2 machines—1 Robt. Burns; 1 Wm. Penn., Vends 5 Cigars per pack @ \$75, each; 5 Sets for \$300.00—like new; 1—King of Swat Base Ball @ \$75.00. SEACOAST DISTIS INC., 1200 NORTH AVENUE, ELIZABETH 4, NEW JERSEY (Tel. BI 8-3524-5).

FOR SALE—Seeburg KD200's @ \$325.; or five for \$1500.; V200's @ \$170.; or five for \$800.; 222's @ \$650.; or five for \$3000.00. Wurlitzer 2000 @ \$250. 1800 @ \$215.; 1650 @ \$95.; 2400S @ \$575.00. AMI JBJ 120 @ \$575.; G 80 and 120's @ \$225.; JBI 120 @ \$495.; Rock-Ola 1455 @ \$275.; 1448 @ \$245.; 1465 @ \$365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—Late model shuffle alleys. United, Chicago Coin, Bally, CHEAP! Write, Wire, Call UNITED EAST COAST CORPORATION, 583 TENTH AVENUE, NEW YORK 36, N. Y. (Tel. PE 6-6880).

FOR SALE—Large supply of Bingos, Uprights and Joker Balls, Rock-Ola 1455 \$295.00 1436A \$85.00, 1438 \$165.00. Seeburg and Rock-Ola 100 and 120 Wall Boxes \$35.00 and Hidden Units. HALLGREN DISTRIBUTORS, 1626 3RD AVENUE, Moline, ILLINOIS.

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Market 4-3297).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

FOR SALE—You need back glass insurance. Back glasses are expensive and a great many of them will be irreplaceable. Your investment in equipment is valueless without a back glass. Protect yours now with "shatter-proof". Easily and quickly installed on Bingos, Uprights, Shuffles, Bowlers, \$10.95. State name of game when ordering. STATE SALES & SERVICE CORP., 1005 EAST BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055).

FOR SALE—2-Wurl. 2300S \$495; One AMI Cont. II-100 monaural with 33 1/3 \$750. BIRD MUSIC DIST., INC., 124-126 POYNTZ AVE., MANHATTAN, KANSAS.

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax, 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000; Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. Olymipia 8-4012).

FOR SALE—6 Pocket Pool Tables, excellent shape \$150; 14' Bowlers \$195.; Blinkers \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. Juniper 8-1814).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Rock-Ola, Bally and Irving Kaye. TARAN DISTRIBUTING, INC., 3401 N.W. 36TH ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch attack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUlnrk 3-8735).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. UNnion 3-8627).

FOR SALE—Shuffle Alleys (United) Eagle—Dual & Three ways. Also used 45 RPM Records off route. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN RD., SCHENECTADY 2, N. Y.

FOR SALE—Mills & Jennings Fruit Machines—Black Cherries, Golden Falls, High Tops, Blue Front, Brown Fronts, Diamond Fronts. A-1 condition. Ready for export. COIN MACHINE DISTRIBUTORS CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—Gott. Lite-A-Card 2-player \$215; Race Time 2-pl. \$185; Gott. Whirlwind \$150; Gott. Queen Of Diamonds \$160; Wms. Space Ship \$265; Sky Raider Gun \$225; Mu. Atomic Bomber \$50; CLOER DIST., CO., 1613 MAIN, JOPLIN, MO. (Tel. MA 3-4202).

FOR SALE—Panorams—Amusements—Arcades—Export, Mills 16 M.M. RCA Projectors. Like New. Original Cabinets. Vista Vision Screen. Safety Glass Fronts \$400 Firm FOB. R. GORDON, BAY AREA FUN CENTER, 723 MARKET ST., SAN FRANCISCO, CALIF.

FOR SALE—Wurlitzer 2300, 2310, 2400, 2410, 2500, 2510 Phonographs. Completely shopped, original crates, ready for shipment. No reasonable offer refused. Phone or write UNITED DISTRIBUTORS, INC., 902 WEST SECOND, WICHITA 3, KANSAS. (Tel. AM 4-6111).

FOR SALE—Golden Bells \$135; Williams Big League Baseball \$100; Call us for amusement equipment. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).



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**FOR SALE—World famous Aristocrat Fruit/Poker Machines.** Arcadian, Sheerline, Starlite, Clubmaster, Crisscross, Wild Ace, Gold Award, Four Reeler, Guaranteed Jackpot and Dropping Jackpot combinations. **AINS-WORTH CONSOLIDATED INDUSTRIES (G.B.) Ltd.**, 178, Grays Inn Road, London W.C.1., England. Cables Aiment LONDON.

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**FOR SALE—Regulation Shuffle Alleys \$150; Bulls Eye Drop Ball \$75; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors.** Write or call **CENTRAL DISTRIBUTORS, INC.**, 2315 OLIVE ST., ST. LOUIS, MO.

**FOR SALE—Wms. Vanguard Gun \$175; Wms. Hercules Gun \$225; Wms. Titan Gun \$250; Bally Sharpshooter \$275; Bally Derby Gun \$175; Bally A.B.C. s/a \$95; Bally Del Club s/a \$275; Bally Official Jumbo s/a \$350; United Atlas s/a \$175; Wms. Official Baseball \$265; Bally Ball Park \$275; Bally Big Inning \$175; Rock-Ola 1455 \$235; Rock-Ola 1464 with stand \$325; Rock-Ola 1465 \$350; Rock-Ola 1475 \$425; Seeburg KD 200 \$325; Seeburg V 200 converted \$175; Keeney Big Roundup, Buckaroo make offer. **LAKE CITY AMUSEMENT CO.**, 4533 PAYNE AVE., CLEVELAND, OHIO (Tel. HE 1-7577).**

**FOR SALE—Williams Pine (Reserve, Black Jack, Metros, Ten Spot, Hi-Way) (3 Coins —\$250.00 each) Coin Counter, Coin Sorters, Coin Changers, Coin Wrappers. (Parts & Supplies).** **GLOBE DISTRIBUTING CO.**, 1623 N. CALIFORNIA AVENUE, CHICAGO 47, ILL. (Tel. ARmitage 6-0780—81).

**FOR SALE—Red Arrows \$175; Twin Red Arrows \$300; Twin Super Wild Cats \$300; Sportsmans \$100; Criss Cross \$75; All Bingos available. Lowest prices. Foreign buyers write for available equipment. D & P MUSIC**, 72 PHILADELPHIA ST., YORK, PA. (Tel. 8-1846).

**FOR SALE—Bally Heavy Hitter \$135; Bally-Target \$160; CC Coin Criss Cross Bowler \$65; CC Coin Explorer \$90; CC—Bull's Eye drop Ball \$75; United Shooting Star \$75.00. Arcade Equipment — Pins — Roll-Downs, Bowlers. H & L SALES & FORST DISTRIBUTING CO.**, 201 BROADWAY, GREEN BAY, WIS. (Tel. HE 7-4973).

**FOR SALE—Pin Balls—Gott:—Universe. Lightning Ball, Rocket Ship, Hi Diver, Criss Cross, Straight Shooter, Straight Finish, Sittin' Pretty, Sweet Sioux, Picnic.—Williams:—Crossword, Club House, Tic-Tac-Toe, Nags.—Bowlers:—C. C. King, C. C. Queen, C. C. Classic, C. C. T. V. with rollers, Un. Playtime, Un. Royal, Un. Falcon, Ba. Champion, Ba. Trophy, Ba. Lucky Alley.—Shuffle Alleys:—Super Bonus, Explorer, Criss Cross Target, Mercury.—Kidie Rides:—Red Devil (Automobile), Motor Pony, Meteor, Arcade.—Candid Camera (Floor Sample), Ba. Moon Raider, Gen. Motorama, Gen. Space Age. Vendors:—Cigarette—30 Column Corsair, 11. Column Rowe Commanders (10), 8 Column P.X., 9 Column National. Coffee—500 D-Stoners, Keeney—300. Milk—Glasco Milk & Milk-shaker, Pop Corn—Keeney, Snack—Wico 3 Column, MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W. GRAND RAPIDS, MICH., (Tel: GL 6-6807); MILLER-NEWMARK DISTRIBUTING CO., 5743 GRAND RIVER AVENUE, DETROIT, MICH. (Tel. TY 8-2230).**

**FOR SALE—Seeburg R-100 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTHWEST SALES CO.**, OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 8-6557).

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**FOR SALE—Munves Squoits Water Pistol \$125; Wms. King of Swat \$75; Deluxe Baseball \$75; United 13' Alamo B.A. \$350; 16' Team-Mate B.A. \$550; 16' League B.A. \$475; 16' Advance B.A. \$450; 16' Duplex B.A. \$395; 16' Bonus B.A. \$295; Jumbo B.A. \$225; CENTRAL OHIO COIN MACHINE EXCHANGE, INC.**, 858 N. HIGH ST., COLUMBUS, 15, OHIO. (Tel. AXminster 4-3529).

**FOR SALE—50 14/5¢ ABT Challenger and your score with metal stands. Clean condition \$22.50 ea; Gott. Brite Star \$150; Gott. Majestic \$150; Williams Jolly Jokers \$275. Write or Phone. WALLACE DISTRIBUTING COMPANY, P.O. BOX 75, MINERAL WELLS, TEXAS. (Tel. FA 5-3600) Area Code 817.**

**FOR SALE—Cleaned & Shopped AMI JKL \$575; Rock-Ola #1454 \$275; Rock-Ola #1458 \$375.00. MID-WEST DIST.**, 709 LINWOOD BLVD., KANSAS CITY, MO. (Tel. WE 1-8776).

**FOR SALE—Seeburg's—C's \$125; V's \$195; KD's \$295; V-3WA's \$70; Wurlitzers—1700 \$100; 2000 \$175; 2100 \$225; 2150 \$275; 2200 \$300; AMI—1-120 \$350; Rock-Olas—1468 \$350; 1475 \$350; Bally—Trophy Bowler \$195; Chicago Coin—Classic Bowler \$150. GABRIELSON & COMPANY, 724 MEMORIAL DR., S.E., ATLANTA, GA. (Tel. JA 5-7441).**

**FOR SALE—Baseballs: United Star Slugger \$125; Bally Heavy Hitter \$250; Shuffle Alleys: C.C. Four Game \$350; C.C. Bullseye \$125; Keeney Challenger Alley \$95; Guns: Wms. Vanguard \$245; Ex "500" Shooting Gallery \$100.00. Please write or call 234-7123 —TRI STATE DISTRIBUTING COMPANY, BOX 615, ROME, GA. or 1441 CENTRAL AVENUE, CHATTANOOGA, TENN. (Tel. AM 5-4858).**

**FOR SALE—Keeney Uprights: Red Arrows \$165; Criss-Cross Diamonds, Buckeroos, Big Round Ups \$75 ea.; Touchdown, Bally Sportsman \$85; Games Wild Cats \$65.00. D & L DISTRIBUTORS, 24 E. FRANKLIN ST., HAGERSTOWN, MARYLAND (Tel. 301-739-4402).**

**FOR SALE—6 Pocket Tables w/new Slate & New Accessories, Reconditioned Like New, 73 x 43—\$175 90 x 50 \$275; Seeburg 100B \$95; Seeburg 100C \$115; Rock-Ola 1438 \$115; AMI F-120 \$165; AMIG—120 \$195; Pin Games, United League B/A, 13', \$425; BETSON ENTERPRISES, 3726 TONNELE AVE., NORTH BERGEN, N.J. (Tel. 3-8574).**

**FOR SALE—Special—Bally: Lidos \$795; Cancans \$700; Acapulco \$490; Skill Scores \$45; Super Shuffles \$490; Model-T Hot Rod \$450; Gott: Cover Girls \$295; Egg Heads \$290; Fashion Shows \$385; Liberty Belles \$495; Oklahomas \$425; Williams: Coquettes \$355; Hollywoods \$275; Chicago Coin: Worlds Fair Rifle Galleries \$495; Keeney: Summer Times \$550; Auto-Photo Model 9 \$995; Nail-Tone Hole-In-One Deluxe Golf Game \$695; NEW ORLEANS NOVELTY COMPANY, 1655 DRYADES STREET, NEW ORLEANS, LA.**

**FOR SALE—Wms. King of Swat \$75; DeLuxe Baseball \$75; Munves Squoits Water Pistol \$175; United 13' Alamo B.A. \$395; 16' Team-Mate B.A. \$575; 16' League B.A. \$550; 16' Advance B.A. \$500; 16' Duplex B.A. \$450; 16' Bonus B.A. \$350; CENTRAL OHIO COIN MACHINE EXCHANGE, INC.**, 858 N. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529)

## MISCELLANEOUS

**MISCELLANEOUS—Burglar Alarm for coin-operated equipment operates on flashlight battery. Sensitive to tampering. Eveready energizers. Installed quickly. Powerful alarm. Postpaid \$3.95, three \$10.75. dozen \$39.00. Quantity prices to distributors. BLOCK MARBLE CO.**, 1425 NO. BROAD ST., PHILADELPHIA, PA.

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# MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown

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Indian Scout .....  
Musical Ferris Wheel .....  
Cow Pony .....  
Stage Coach .....  
Hi-Way Patrol .....  
Santa Fe Express .....  
Fire Engine .....  
Satelite Explorer .....

HEB-200 Hideaway, 200 Sel. Selective Stereo CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-Coin Rejector  
F-10436 Bar Grip, W.B. Mounting Bracket  
EX-600 Cylindrical Wall Speaker  
EX-700 Wall Speaker  
L-2130 Ceiling Spkr., Choice of Grille  
Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille  
Riviera Cigarette, 20 sel, 800 pack.  
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.  
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.  
77 Candy Merchandiser, 11 sel, 360 cap.  
Tasty 20 Candy Merchandiser, 20 sel, 560 cap.  
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.  
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.  
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.  
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.  
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.  
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.  
Celebrity Condiment unit., accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

## AMERICAN SHUFFLEBOARD CORP.

Imperial Shuffleboard .....  
Electra 6 Pkt. Pool Table .....

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Model 12 Studio .....\$3,245.00  
V-2 Auto-Voice Recorder .....

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Silver Sails (Bingo) .....\$1,265.00  
The Twist (Bingo) .....\$1,165.00  
Big 7 Shuffle .....1,045.00  
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00  
Bank-Ball ..... 695.00  
Deluxe Bally Bowler 16' lengths .. 1,575.00  
5' Extension Sections \$105.00 (May 1962)

## CHICAGO COIN MACHINE

Big Hit Baseball .....  
Citation Shuffle Alley .....  
Royal Crown Bowler (8/62) .....  
World's Fair Rifle Gallery .....  
Pro Basketball (June '61) .....  
All-Star Goalie .....

## EXHIBIT SUPPLY CO.

Card Vendor .....  
Kleer Plastic Laminator Vendor ...

## FISCHER SALES & MFG. CO.

Crown One Hundred (100") .....  
Crown Ninety (90") .....  
Crown Eighty Five (85") .....  
Royal 90 (90") .....  
Royal 75 (75") .....  
Crown Fiesta—Reg. Bumper .....

## J. F. FRANTZ MFG. CO.

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New Frontier (Counter Pistol) ....  
Dodge City (Counter Pistol) .....  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesser Scale .....  
ABT Rifle Sport .....  
Aristo Scale .....

## GAMES, INC.

Skill Race Pingame (June '62) ..

## D. GOTTLIEB & CO.

Rack-A-Ball 1P (12/62) .....

## IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series ....  
Mark I, 77x45 .....  
Mark II, 85x47 .....  
Mark III, 92x52 .....  
Mark IV, 106x58 .....  
Mark V, 113x63 .....  
Deluxe Satellite, 77x45 .....  
Deluxe Klub Pool .....  
Regular 56x40 .....  
Jumbo 75x43 .....

## J. H. KEENEY & CO., INC.

Rainbow Pingame (6/62) .....  
Roll-A-Line .....  
Summertime .....  
Sweet Shawnee .....

## MIDWAY MFG. CO.

Target Gallery (7/62) .....

## ROCK-OLA MFG. CORP.

404 100 Sel. (Capri) Stereo-Monaural Phono. ....  
404 100 Sel. (Capri) Stereo-Monaural Phono. (With #1979 Full Dimensional Stereo Kit.) ...  
408 160 Sel. (Rhapsody) Phono. With Full Dimensional Sound Feature. ....  
1494-G 100 Sel. Wall Phono. ....  
1624 Large Stereo Speaker. ....  
1627 Small Stereo Speaker. ....  
1950 Remote Volume Control. ....  
1558 Wall Box (160 Sel.) .....  
1564 Wall Box (100 Sel.) .....

## ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.

Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream, with changer.

Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream with changer.

## (Fred Hebel Corp.)

Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

## ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 32-1/3-45 stereo or monaural records, Intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.  
HAC-200 Hideaway, 200 Sel. Sel. Mon.

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DS100—Directional stereo, 100 sel. Phono  
DS160—Directional stereo, 160 sel. phono  
All models have the following as standard equipment:  
Personalized feature, Artist of the Week feature, Universal pricing, Play 33-1/2-45 rpm records, Intermixed. Half dollar, Remote Control optional  
HY100UR—Stereo, 100 selection, hideaway.  
HY160UR—Stereo, 160 selection, hideaway.  
3W100—Wall-O-Matic "100", Single pricing  
S3W160—Wall-O-Matic "160", Single pricing  
TWI—Twin stereo wall speaker, 8 inch  
TCI—Twin stereo corner speakers, 8 inch  
TRI—Twin stereo recessed speakers, 8 inch  
EBWCI-12—Extended bass corner/wall speaker, 12 inch  
PRVC-2—Powered remote volume control  
CC-2—Coin counter—PS6-1Z—Power supply  
BMS-2—Background Music unit, 1000 sel.  
BMC-1—Background Music Compact  
BMCA-1—Companion Audio  
E2—Cigarette vendor, free standing, 825 pack capacity  
E2XM—Cigarette vendor, free standing, 825 pack capacity, less match vendor.  
E3—Cigarette vendor, modular, 825 pack  
4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor  
SCDI—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor  
CF—Candy vendor, capacity up to 840 units. Gum and mint unit optional  
PI—Pastry vendor, capacity up to 184 units  
CPI—Snack vendor, capacity up to 200 units candy and 92 units pastry. Gum and mint unit optional.  
661—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry or refrigerated liquid cream. Selective: 5, Capacity: 460 7 oz. cups  
662—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry cream. Selective: 5, Capacity: 200 7 oz. cups

## UNITED MFG. CORP.

Sparky Shuffle (12/62)  
Cypress Bwlr. (12/62)  
Circus Roll-Down (9/62)

## UNITED MUSIC CORP.

UPD-100 Monaural  
UPD-100S Stereo

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Kiddie Kolor Kartoon Movie Machine  
Pee-A-Rama .....

## VALLEY SALES CO.

Deluxe 6-Pocket Models  
Model 750A—75x42x31 .....  
Model 850A—84x47x31 .....  
Model 900A—90x50x31 .....

Special 6-Pocket Model  
Model 745A—75x42x31 .....

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Mardi Gras 4-Plyr. (11/62)  
Voice-O-Graph .....

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2600 Stereo-Mono., 200-sel. phono.  
2610 Stereo-Mono., 100-sel. phono.

## Wall Boxes

5250 WB 200-sel. 10-25-50¢  
5207 DB 104-sel.  
5200 WB 100-sel. 10-25-50¢

## Speakers

5119 High Fidelity Ceiling Spkr.—12" Cone  
5122 Stereo Convertible Console Spkr.  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range  
5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)

## Hideaway Phonographs

2617 Stereo-Mono. 200-sel.  
2611 Stereo-Mono. 100-sel.



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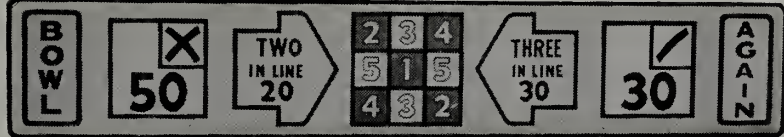
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